

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

JUNE 1, 1953



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AMERICAN NURSERYMAN

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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

VOL. XCVII No. 11

JUNE 1, 1953

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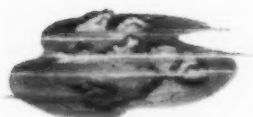
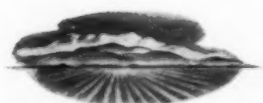
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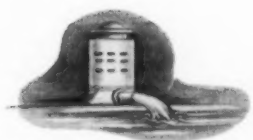
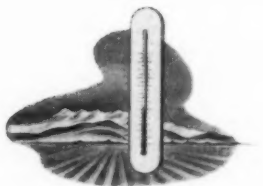
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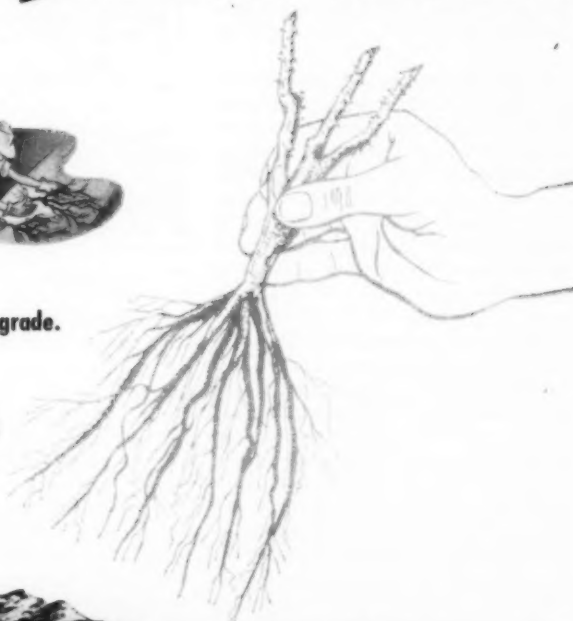


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AMERICAN NURSERYMAN

F. R. KILNER
Editor and Publisher

KENNETH A. BRENT
Managing Editor

Editorial

HOW'S BUSINESS?

This issue of the American Nurseryman contains two significant articles relative to the status of the nursery industry. One is the first of the 1953 series of spring business reports, and the other is the annual survey of industry trends prepared by the American Association of Nurserymen.

Most of the material contained in these reports is self-explanatory and requires no additional comment here. By and large, spring 1953 seems to have been a good season—at least insofar as dollar volume is concerned. But, as has been pointed out here before, dollar volume is not a reliable index to the prosperity of an industry.

A year ago, upon the occasion of the 1952 spring reports, mention was made on this page of the unrealistic pricing structure which seemed to be utilized by a large segment of the industry — unrealistic in that there seemed to be a deep-seated reluctance to adjust selling prices to reflect increased operating costs. The same reluctance seems to prevail this year.

The sharp increases in dollar volume, both wholesale and retail, as reported in the A. A. N. survey are encouraging, but these, too, are significant only when measured against increases in costs. If the two do not progress in equal proportion lower profits result. Further, the increased dollar volume is not a true index to the industry's growth unless it is accompanied by an increase in unit sales.

The over-all situation, though requiring adjustment, is not alarming. Large-scale promotion of the nursery industry and its products is relatively new, and it is yet too early to look for cumulative effects. What is needed, it seems, is what may be termed "an adventure in realistic pricing." This would be in the nature of a pricing experiment to determine if the public is ready and willing to pay a fair price for the products of the nursery industry. If the experiment were successful, it would mark the end of the view that

the public will not pay realistic prices; if the experiment were not successful, the promotion would have to be intensified until the desired situation could be brought about.

BUILDING STILL BOOMS

That nurserymen still have a considerable time to go before catching up on orders for planting new homes is indicated by the report that for the fourth consecutive month Chicago's residential building boom has broken records.

The value of home-building permits issued in the metropolitan area in April was the biggest for that month in 13 years, exceeding even the previous top of April, 1950, by more than \$12 million.

April totals of this year exceeded permits issued in that month a year ago by nearly 20 per cent in number and 25 per cent in dollar value.

Permits issued in the first four months of this year in the Chicago metropolitan area topped the first four months of the big building year of 1950 by nearly one third.

Home building in most other parts of the country maintains a high level, also, and nurserymen in other sections have had as busy spring season as those in the middle west.

FINISHING THE JOB

In the spring rush of landscape work, when customers are telephoning to get at least a few trees and shrubs planted about their new homes, there is temptation to supply the important parts of plantings and return later to complete the jobs.

To some customers this may be satisfactory, but they are likely to be few in the end, for not many realize the nurserymen's situation in the face of current demand for their services and the shortage of labor to meet it.

Workmen not well-trained, moreover, are likely in such circumstances to do even less toward a finished job than their employer intended. Under the best conditions, it requires persistent supervision to be sure that planting crews give adequate attention to the appearance of a customer's property before leaving it. And every nurseryman can recall instances of customers whose patronage was lost because debris was not removed, driveways were

left muddled and unsightly, or some other slight delinquency stirred the patron's ire. Petty trifles of such kind sometimes assume an importance out of all proportion to the excellent planning and otherwise capable workmanship of the nurseryman and his staff.

Homeowners seem not less critical, but perhaps more so, because they face the same problem with building contractors and their various workmen, carpenters, plumbers and others. Because of delay in receipt of materials or the necessity of meeting many demands at once, they leave partially finished jobs and incomplete installations, taxing the homeowners' patience repeatedly.

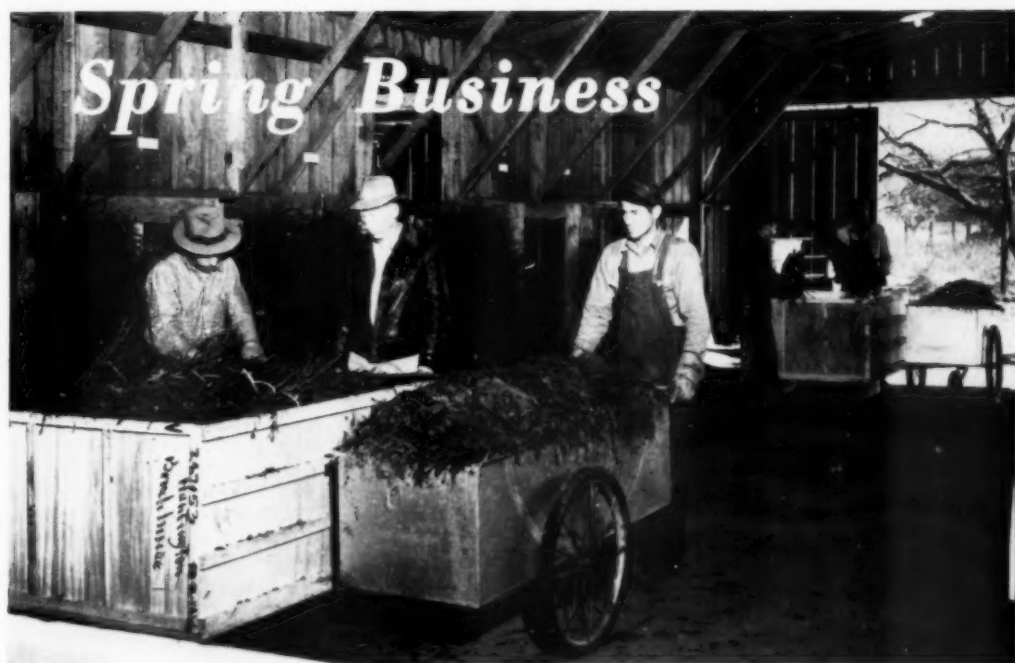
The nurseryman is wise if he avoids being put in the same category, but seeks to make himself remembered by his thoroughness and satisfactory completion of each planting job.

TREES ON TRIAL

To the nurseryman, the attitude of the average citizen toward the trees in his town or neighborhood and even on his own property seems apathetic to the point of indifference. Part of such attitude is due to the average citizen's lack of knowledge about trees, their species, their parts and their growth habits. Part is due to his disinclination to express himself regarding the beauties of nature.

On occasion, however, the average citizen can become a strong partisan of the neighborhood trees and express himself vehemently in their behalf. The past spring the town of Greenwich, Conn., has been stirred to tree consciousness by the trial of two 70-year-old sugar maples, 55 feet tall, which were charged with forcing pedestrians, in order to pass around the trees, to go into the street and into the path of automobiles on Riverside avenue. Years ago the trees were incorporated into the sidewalk in front of the Riverside convent school.

When seven residents of the street petitioned the local tree warden for the trees' removal and a hearing was called, protests poured into his office. Local civic, church and garden organizations rallied to the trees' defense, leaving no doubt as to feelings of the average citizen of the community with respect to the neighborhood trees.



Wholesalers in South and West Report

Southern and western nurserymen generally concur that business during the past spring was carried on substantially the same healthy level as in 1952, though for some it was even better. Most of the nurserymen report that, although there was some erratic spring weather, the winter was so mild that digging and shipping were able to proceed at a rapid tempo.

John T. Boyd, vice-president of Forest Nursery Co., McMinnville, Tenn., goes so far as to say that "In spite of unfavorable weather conditions, we enjoyed the best spring season and storage cleanup ever. The demand was quite heavy, and the stock, as far as finished shrubs were concerned, was short." Mr. Boyd's part of the state was subject to extremely wet weather, he says, which caused an unusually late planting. This was further complicated by a dry spell with some hot, dry wind and two or three days of late frost. In places where the damage from these conditions could be determined it was found to be fairly severe. Mr. Boyd feels that weather signs indicate the likelihood of another dry summer, which, he believes, might injure stock weakened though not killed by the vagaries of the spring weather.

As for profits, Mr. Boyd said that the firm will not enjoy the same percentage of net profit as before, because of increases in the cost of

labor, shipping supplies and other materials.

For next year's stock the firm does not envisage any significant increase in planting, but rather a shift in emphasis to certain items that were in strong demand the past year. Up to now, Mr. Boyd said, the firm has not been able to offset the increased cost of operation with higher prices, and it is still too early to predict any prices changes for the coming year.

Excellent Shipping Weather

The mildness of the winter is attested by Henry N. Boyd, of Boyd Nursery Co., also at McMinnville. This weather, he says, "gave us an opportunity to ship almost daily between October 1 and May 1."

The demand was good, and the firm's sales volume was about 20 per cent greater than last year, Mr. Boyd continues. "However, labor and operations have cost us more, and we cannot tell as yet whether our profit will be any greater than last year's or not." He adds that the firm did not increase its plantings this year.

A successful spring business is also reported by George A. Cultra, of Morning Star Nursery, Rives, Tenn. "Our sales have increased a good bit over last season. We have found that

the demand has been strong in both deciduous shrubs and conifer-type evergreens, but there seems to be more of a scarcity in the deciduous shrubs than in the conifers." Mr. Cultra adds that there seems to be a steadily increasing demand for the hardier types of broad-leaved evergreens, such as the different varieties of ilex.

"The stock situation this season will be about as it has been the last few years," he concludes, "a fair supply and a good demand, and the prices should be fairly stable with the exception of some of the scarcer items, which will show a slight increase."

Freezing weather over the past three years and a severe drought during the 1952 growing season cut the supply of stock at the Chase Nursery Co., Chase, Ala., according to Henry Homer Chase, the firm's secretary-treasurer. The demand was excellent, and the weather throughout the digging and shipping was ideal. The gross volume shipped was close to that of last year.

"As a matter of fact," Mr. Chase emphasizes, "if the Lord had given us our choice, we would not have had sense enough to have asked for what we got. We recall only three days during the winter when it was necessary to bring out the old mule-drawn digger. The rest of the time we were able to do the job with

Photo at top of page shows activity in shipping room of Weeks Wholesale Rose Grower, Ontario, Calif.

motorized equipment, which, of course, is a satisfactory arrangement."

Mr. Chase also speaks about the pinch on net returns inflicted by rising costs of labor and materials. "We have attempted to overcome the situation for the future by increasing our production, and, if our present plantings develop as they should, we will be in good shape for this fall except for a few items. We do see, however, that costs are continuing to increase, and, as slowly as the nursery prices have risen, we think it is going to take another boost this fall to make our earnings commensurate with our investment."

Business Satisfactory

Somewhat less enthusiastic in his evaluation is George Sawada, Overlook Nurseries, Mobile, Ala., who writes, "To summarize the extent of last season's business, I should say that it was satisfactory—it could have been better and it could have been a lot worse—so I think we are all happy."

"A goodly amount of nursery stock was moved," he continues, "but the amount did not show a proportionately favorable effect on the net profit in that, in spite of the increased cost of production and materials, the price of nursery stock was unchanged or, in some instances, lowered. Weekly downpours cut our working time considerably and made us overly busy during favorable weather."

Mr. Sawada says that the mild winter made camellia sales better than had been anticipated and that there was a decided shortage of Kurume azaleas and broad-leaved evergreens, particularly *illex*. He predicts another period of short supply for large-size Kurume azaleas and for good landscape sizes of broad-leaved evergreens.

The season at Wight Nurseries, Cairo, Ga., ended with the sales volume registering a considerable increase over last year's volume, according to John B. Wight. The demand was strong for finished landscape material, which was in short supply, he writes, and "Indications are that landscape grades will be scarce again next year. We are also pleased with the demand for nut trees, especially pecans. Indications are for a heavy set of pecan nuts in the orchards of the southeast. A good pecan nut crop is generally followed by a rise in demand for pecan nursery stock."

Camellias moved well for the first time in three years, Mr. Wight con-

[Continued on page 41]

All-America Roses for 1954

Lilibet, a dawn pink floribunda, and Mojave, a warm apricot-orange hybrid tea, have won the All-America Rose awards for 1954. The announcement of the new titleholders marked the 15th anniversary of the All-American Rose Selections, a research institution which creates standards for roses which will pro-



Rose Lilibet.

duce outstanding results in any part of the country.

The new All-America selections are the results of more than six years' work by hybridizers, who discarded thousands of seedlings in the process of developing them. The two winners were placed under test in 1951 in competition with the finest new rose introductions of the United States and Europe. Test plants were grown at each of 20 different A.-A. R. S. trial gardens, which are so located as to provide great variation in soil and climatic conditions. During the 2-year testing period, each plant was carefully checked on 13 different points under a uniform grading system. These include hardiness, disease resistance, fragrance, flower form, color and other characteristics which were closely watched and scored by the judges. At the end of the testing period, the total scores were submitted to the national rose jury, which compiled the data from the 20 gardens. The scores proved the superiority of Lilibet and Mojave over all other roses entered in the All-America trials.

Lilibet

Lilibet is an enchanting dawn pink floribunda which commemorates the childhood nickname of Queen Elizabeth II. Soft pink masses of flowers combined with vigorous, well-formed foliage contribute to Lilibet's desirability.

At a distance, Lilibet appears as a uniform rose pink, but closer inspection reveals shadings of several clear pink tones. Before the calyx breaks, the buds are Empire red, but rapidly turn to pink as the petals unfold. The plant blooms continually. Buds are uniquely high centered and symmetrical, opening into well-formed blooms.

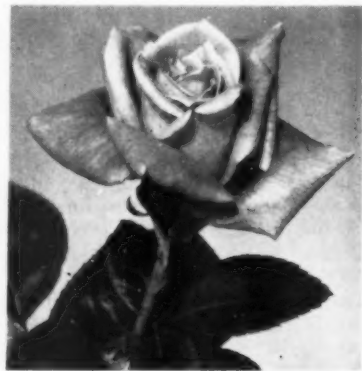
Occasionally, flowers are borne singly, but the characteristic "cluster bouquets" of the floribunda are the major feature. The fragrance is spicy and pronounced.

Lilibet has fine leathery foliage with better than average disease resistance. Leaves are bronze green when new, turning to a deep glossy green.

Mojave

Mojave derives its name from the rich bright colors of the Painted desert. The dominating color of this hybrid tea is a glowing apricot orange, which is highlighted with warm tints of nasturtium red, scarlet and vermillion.

The richly colored bud of Mojave is long and slender, producing large double flowers of about 25 petals which have a pleasant fragrance. Nearly every bloom is borne singly on a long, straight stem, making it



Rose Mojave.

ideal for cutting. The plant is tall and upright, covered with large, glossy, handsome foliage.

The new holders of the horticultural "Oscar" are the 38th and 39th varieties to be named to the royal family of roses since the inception of All-America Rose Selections 15 years ago.

Although the supply is limited, Lilibet and Mojave will be available to nurserymen for sale to the public this fall.

Nursery Stock Prices Rise

The annual survey of business conditions in the nursery industry recently released by the American Association of Nurserymen shows that prices of nursery stock are rising in the retail, wholesale and mail-order trade. Dollar volume, also, rose during 1951, the latest year for which this factor was evaluated. In fact, the dollar volume of the industry in 1951 rose over the 300 per cent mark for the first time since the start of these yearly surveys.

The dollar volume of the industry is computed from dues paid by A. A. N. members, dues which are themselves assessed on the dollar volume of the individual firm. The first year for which a record of these assessments was kept was 1937, and that year was made 100, the base point of the chart. The dollar volume of member firms in 1951 stood at 323.3, or 223.3 per cent greater than the figure for 1937, and an increase of 11 per cent over the dollar volume reported for 1950. This shows an upward trend in the yearly increments for this statistic, as the chart shows earlier percentage increases to have been 5 per cent for 1948, 5 per cent for 1949 and 8.5 per cent for 1950. There are fewer A. A. N. members paying the minimum dues, which is another way of looking at the higher dollar volume of the industry; for fiscal 1952-53, 32.6 per cent of the total membership was in this category, compared to 35.8 per cent in the 1951-52 fiscal year.

Sharp Price Rise

As can be seen in the accompanying graph, wholesale and mail-order prices steepened their upward climb in the 1952-53 fiscal year. Retail prices, the only one of the three to show a decline in last year's survey, came sharply about and rose 16.5 per cent over their last year's level. In the retail commodities the most decisive change can be seen in the performance of standard fruits, which were declining in price in 1951-52 and suddenly swung upward and recorded a 23 per cent increase, moving on the graph from 233 to 287.

Ornamentals were in second place in terms of price increase. They showed no price variation in the two surveys preceding the present one, and now their price has risen 17.5 per cent, from 239 to 281. The price for small fruits increased by

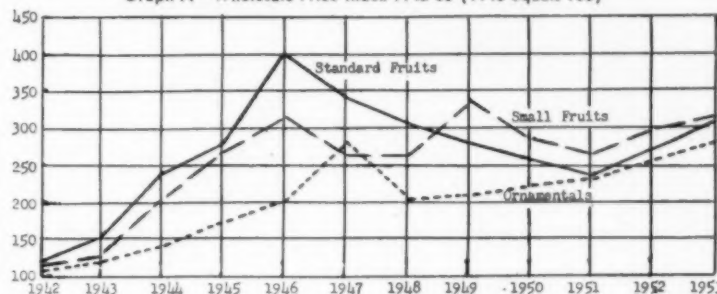
10 per cent, from 278 to 306, prolonging the steady rise recorded in last year's survey.

The index of wholesale prices shows that prices for nursery goods in these transactions advanced to 300, with little change in their rate

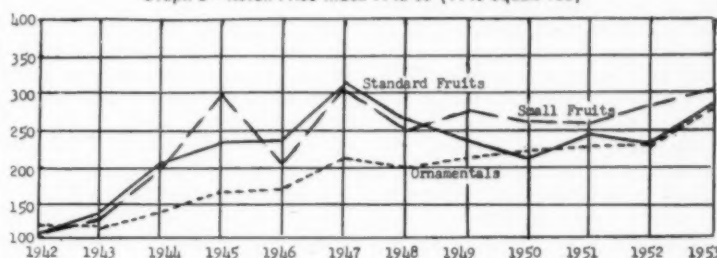
of increase, which amounted to 9.7 per cent over 1952. The disparity between wholesale and retail prices observed in last year's report narrowed with the abrupt change in the retail figures.

The strongest increase among

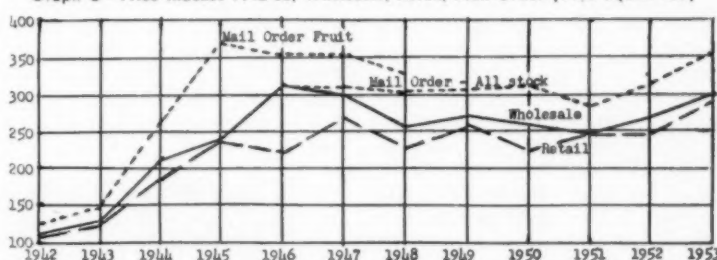
Graph A—Wholesale Price Index 1942-53 (1940 equals 100)



Graph B—Retail Price Index 1942-53 (1940 equals 100)



Graph C—Price Indexes 1942-53, Wholesale, Retail, Mail Order (1940 equals 100)



NURSERY STOCK PRICES

Summary of the 1953 analysis of catalog prices of nursery stock as compiled by the American Association of Nurserymen. The charts indicate trends of price indexes with the year 1940 as a base of 100, though this year is not itself shown on the charts.

In graphs A and B, the solid line represents fluctuations in the price index of standard fruit nursery stock (apples, peaches, plums and cherries); the long-dash line represents fluctuations in the index of small fruit nursery stock prices (raspberries, strawberries and grapes); the short-dash line represents fluctuations in the index of ornamental nursery stock prices, as represented by a selected key list of ornamentals. Wholesale prices are based on the 100 rate, except hedge plants, where the 1,000 rate was used. Retail and mail-order prices are based on the each rate, except hedge plants, where the 10 rate is used.

In graph C, the solid line represents fluctuations in the wholesale price index of all nursery stock, including standard and small fruits and ornamentals; the long-dash line shows fluctuations in the retail price index of all nursery stock, and the short-dash line represents fluctuations in the mail-order price index. In the years 1940 to 1948 the mail-order index was for fruit only. In 1946 a new index was established for all mail-order stock, including the same items as for wholesale and retail. This index will be continued and will henceforth be comparable to the wholesale and retail catalog prices of nursery stock.

NURSERY INDUSTRY TREND IN DOLLAR VOLUME
(As Indicated by A.A.N. Dues Payments)

A. A. N. Fiscal Year	Based on Volume For the Year (assumed)	Compared to 1937 as 100	Annual Percentage Increase
1938-39	1937	100.0	—
1939-40	1938	97.6	-2.4
1940-41	1939	100.3	2.8
1941-42	1940	106.2	5.9
1942-43	1941	120.5	13.5
1943-44	1942	128.2	6.4
1944-45	1943	145.0	13.1
1945-46	1944	171.1	18.0
1946-47	1945	201.0	17.5
1947-48	1946	235.0	16.9
1948-49	1947	244.2	3.9
1949-50	1948	256.4	5.0
1950-51	1949	269.2	5.0
1951-52	1950	291.3*	8.5*
1952-53	1951	323.3	11.0

*Corrected.

commodities in the wholesale trade was again recorded for standard fruits, which moved from 265 in 1952 to 306 in the current survey. This represented an increase of 15 per cent over 1952 prices, as compared to the 10 per cent increase of 1952 over 1951.

The price of small fruits, while showing an increase of about 7 per cent—from 301 to 321 on the graph—gives indications of leveling off, when one compares this with the previous year's increment of 12 per cent. Ornamentals showed a continued gradual climb in price, moving from 255 to 273, an increase of 7 per cent and only slightly less than the 9 per cent of 1952 over 1951.

Again the price of mail-order stock leads the prices of the other two categories. These prices, having increased at about the same rate for two years, now stand about 260 per cent higher than at the base year.

As in last year's survey, it is apparent that a large part of this year's increase in dollar volume is attributable to the considerable rise in the prices asked for nursery goods. Dollar volume in 1951 was 223 per cent greater than dollar volume in 1939, when it stood at 100.3, while the prices of nursery stock, wholesale, retail and mail-order, in the spring catalogs of 1952 showed an increase of about 180 per cent over the prices found in the catalogs of 1940. Even so, there does seem to be a net expansion of dollar volume over these years, and this is possibly evidence of a greater awareness and appreciation of nursery goods in the public mind, attitudes which the

A. A. N.'s "Plant America" and other programs should nourish. The acceleration of dollar volume shown in the years 1950 and 1951 may reflect the generally higher tempo of business in those two years because of purchases for the war in Korea, with the consequent larger payrolls and rising wage rates. Rising wage levels and material costs in other industries acted to make stock production more expensive for the nurseryman, and this, along with the increasing demand for nursery commodities, gradually exerted a pressure upon prices and started their ascension, thus ending the leveling off which had been their general characteristic since shortly after World War II. The behavior of these trends in future years depends largely on the aforementioned factors.

NEW 5-ROW TRANSPLANTER

A 5-row, full bed transplanting machine which can plant up to 85,000 young trees a day has been developed and is now in operation at Nekoosa-Edwards Paper Co. nurseries, Port Edwards, Wis.

The new machine is capable of handling more than 2,000,000 transplants during the busy 30-day spring season. It replaces three 2-row transplanters.

According to George Kilp, Nepco's woodlands manager, all previous machines of this nature were 2-unit affairs—a tractor and a transplanter. This combination was found to be unwieldy and inconvenient.

The new machine is much more compact and consists of one integrated unit built around an Allis-Chalmers model G tractor.

Main advantage of the new machine is that it produces more uniform rows of trees, thus making it possible to cultivate the rows with the same machine and eliminating hand cultivating. The rows are 11 inches apart while the transplants are one and one-half inches apart. Two men ride on the front end, three on the back of the machine. The front planting wheels and shoes are hydraulically lifted when turning around at the end of a row, while the rear set is manually controlled. The machine requires a 6-man crew—five planters and a machine operator, who also keeps the men supplied with stock.

All transplanting features of the machine can be removed from the tractor and cultivating features put on within an hour and a half. Then the machine becomes a working unit at the nursery for the rest of the growing season.



The Nekoosa-Edwards 5-row transplanting machine in action. Two men ride at the front end (left) and three more at the rear.



Toll Gate Nursery, founded on the site of a former toll gate, has two greenhouses to the west of it and a lath house to the east, while a heavily traveled highway passes in front. Storage rooms and work areas at rear are not visible to shoppers or passers-by. Thirty-five acres of fertile land, partly planted in stock, complete the nursery's grounds.

Chicago Area Garden Shop Launched with G. I. Loan

By Valeeta Bilhuber

The Toll Gate Nursery, at Downers Grove, Ill., opened for business just seven years ago in a shed-size structure built by the owner, Lloyd Goding, from one large window, which he bought, and some old box boards, which he acquired for nothing. Today the nursery boasts an attractive modern garden store, two greenhouses, a lath house and so many customers that the owner already has plans to expand his parking area to accommodate 70 cars.

A graduate of the University of Illinois, with a B.S. in floriculture, and with several years' experience in the nursery and floral trades, Mr. Goding opened the Toll Gate Nursery in the spring of 1946, when he was released from the army, and planted his first nursery stock in a former cornfield. Fortunately, the cornfield, as well as the makeshift office, bordered Ogden avenue, a heavily traveled 4-lane highway connecting Chicago and numerous, prosperous western suburbs. A broad, curving drive invited customers to stop there with ease and enabled them to drive on around the curve and back onto the highway, after shopping, without even the necessity of backing up.

Original Building Outgrown

The original building was outgrown in 1949, and the present structure was added, an attractive, light green frame building 23x30 feet, with a broad porch on which equipment can be displayed. A long flower box across the front of the porch can be filled with flowers or other

decorative growing things and thus serve as a planting inspiration to customers and passers-by.

Inside the store are two large rooms, the first of which is finished in plywood paneling and has shelves and display cases on all sides, with space in the center for additional merchandise to be displayed. The second room, paneled in knotty pine ship lath—which is considerably cheaper than knotty pine paneling, but gives a similar effect—contains heavy equipment for sale.

Two 23x75-foot greenhouses at the west of the store and a well-designed 60x73-foot lath house east of it—plus storage buildings not visible from the street—complete the nursery's quarters.

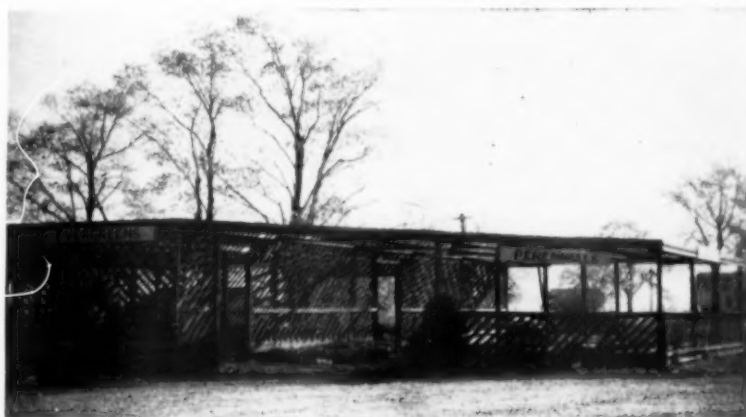
Many nurserymen have started



Advertising posters, arranged for colorful display at the rear of Toll Gate Nursery, attract attention to heavy equipment section of rear room, which is paneled in knotty pine ship lath. Shopping area at front, paneled in plywood, contains hand tools and packaged items arranged on shelves.

with limited capital. Lloyd Goding started literally "without a dime." After he made the down payment on the house and grounds attached to his nursery, he was entirely without funds, business buildings or stock. At this time, although he had no expectation of financial support, he stopped at a Chicago bank to ascertain the requirements for G.I. loans in the hope of eventually being able to meet them. A loan officer became interested in his plight, and, disregarding his lack of collateral, the bank lent him \$3,000, with which the nursery got its start. So auspicious was its beginning, that a year later the bank recommended Toll Gate Nursery to the Chicago Daily News as an excellent subject for one of a series of articles the paper was then

[Continued on page 48]



The well-designed lath house utilizes both open and closed areas and gives stored plants practical protection from intense sun while, at the same time, it serves as a lure to trade. Customers are curious about what it contains, seem anxious to go inside.

LILACS—

Worthy Plants Merit More Attention from Nurserymen

Part I • By John C. Wister



Lilac Paul Thirion.

ALTHOUGH lilacs have been grown in this country since the 17th or early 18th century and although they have consistently remained the most popular of our deciduous flowering shrubs, it remains to this day difficult to buy, in American nurseries, a representative collection of good varieties.

When the American Association of Botanical Gardens and Arboreta conducted its lilac survey in 1941 with the help of 38 persons scattered

from coast to coast, a check of nursery catalogs revealed only a few more than 60 nurseries growing an appreciable number of varieties, and of these nurseries not more than one dozen could be said to be important in the number of kinds grown or in the quantity of plants produced. Since 1941, a number of these have dropped out of the field and only one or two new ones have been developed to take their places.

Statistics are not available as to

the total number of plants produced each year, but the largest nursery I know was, some years ago, grafting, on ash, approximately 75,000 plants a year. Yet this great nursery has proved a disappointing source for plants, for orders have often resulted merely in a polite letter of regret that the desired variety was sold out.

Records show that improved new varieties of the common lilac, *Syringa vulgaris*, have been offered in Europe and America for more than 100 years. Yet the total number of varieties offered today is pitifully small, and the varieties offered are often outmoded.

It is well-understood, of course, that the selection and propagating of a new lilac cannot be so quick as those of a gladiolus, dahlia, iris or even rose. It takes five or 10 years for a seedling to give representative bloom and at least 10 years more properly to judge the worth of a selected seedling. For that reason, we could not expect nurseries to be cataloging or offering in quantity any varieties produced, publicly shown or introduced into the trade since the early 1940's. What excuse, however, can be given for the fact that the best varieties of the 1930's and of the 1920's are not available in general nurseries and that few of them are offered even by specialists? Most nurseries consider varieties introduced between 1900 and 1920 as "latest novelties." A few have in the past decade listed as "improved new kinds" long-superseded varieties of the 1880's and 1890's.

One reason for such a listing is that some nurseries repeat their first description of a variety year after

TABLE I (SEE TEXT).

	SINGLE	DOUBLE
WHITE	Marie Finon (1923)* Mont Blanc (1915) Vestale (1910)	Ellen Willmott (1903)
VIOLET	Cavour (1910) De Miribel (1903)	Marechal Lannes (1910) Violetta (1916)
BLuish	Decaisne (1910) Maurice Barres (1917) President Lincoln (Dunbar, 1924)	Olivier de Serres (1909) President Grevy (1886) Rene Jarry-Desloges (1905)
LILAC	Jacques Callot (1876)	Henri Martin (1912) Leon Gambetta (1907) Victor Lemoine (1906)
PINKISH	Lucie Baltet (Baltet, 1888) Macrostachya (known before 1844)	Belle de Nancy (1891) Mme. A. Buchner (1905) Virginite (1888)
MAGENTA	Capitaine Baltet (1919) Congo (1896) Marechal Foch (1924) Mme. F. Morel (Morel, 1892) Reaumur (1904)	Mrs. Edward Harding (1923) Paul Deschanel (1924) Paul Thirion (1915)
PURPLE	Ludwig Spaeth (Spaeth, 1883) Mrs. W. E. Marshall (Havemeyer, 1924)	

*Dates of introduction are in parentheses. Where no originator's name is given before the date, the variety is from V. Lemoine & Fils, Nancy, France. Other breeders mentioned are Baltet Freres Nursery, Troyes, France; F. Morel & Cie, Nursery, Lyon, France; Ludwig Spaeth Nursery, Berlin, Germany; John Dunbar, superintendent of parks, Rochester, N. Y.; T. A. Havemeyer, Glen Head, N. Y. The originator of the variety Macrostachya is not known.

TABLE 2 (SEE TEXT).

	SINGLE	DOUBLE
WHITE	Candeur (1931)	Souv. d'Alice Harding (1938) Monique Lemoine (1939)
VIOLET		Henri Robert (1936)
BLUISH	Crepuscul (1928) Diplomate (1930) Firmament (1932)	
PINKISH	Charm (Havemeyer about 1935)**	
MAGENTA	Priscilla (Havemeyer about 1935)**	
PURPLE	Night (Havemeyer about 1935)**	

**These Havemeyer varieties were never officially listed in the originator's catalog, but began to be sold about 1935.

year, without eliminating the word "new." Another reason for the misinformation is the lack of knowledge as to when the particular lilac was introduced. Twenty-five years ago such information was hard to get. It has been available, however, since 1930 when Mrs. McKelvey's great book and my own small book were published with complete lists of varieties, with originators and dates. This list was brought up to date in 1943 by "Lilacs for America," the report of the botanical garden association's 1941 survey, of which more than 1,000 copies have been distributed and which has been available until recently. (A few copies of the 1942 uncorrected edition of this work are still available and may be had without charge on application to the writer.) Additions to this list, bringing it up to date to 1951, have recently been published in the news-letter of the association. (A few copies of this are also available.)

Over 800 Names Recorded

Over 800 names of lilacs, of which perhaps 100 are synonyms, have been recorded in these publications. The 38 persons who collaborated in a vote on the quality of varieties in 1941 cast a total of 4,147 votes and recommended for general planting 100 varieties of the common lilac and its related early hybrids. No nurseryman, except a specialist, would want to grow the full hundred. It is my belief, however, that, if nurserymen in various parts of the country would carefully select one or two dozen of them for range of color and season, they would find a great demand for these varieties, once customers saw them in bloom in their nurseries. This fact has recently been impressed upon me by the experience of an Iowa nurseryman, who has

found an overwhelming demand for plants since the establishment of the new Lilac Arboretum in Ewing park at Des Moines.

There are a number of methods employed in the propagation of lilacs in American nurseries. At least one nurseryman follows the European practice of grafting on seedlings of *Syringa vulgaris*. This nurseryman staunchly defends this practice, as have the Europeans, saying that it makes the best plants. That is, of course, strictly a matter of opinion, and I, personally, would not want any plants so grafted because of the danger of suckering, no matter how emphatically I was told that this would not happen in the plants under consideration.

More common methods of growing are to graft in the winter or bud in the summer on California or other privet, or on ash. This is quick and cheap. If the plants are immediately set deeply, a large percentage will form their own roots within one or two years, after which the stock may die naturally or may be cut off. The critics of this method point out that roots do not always form and that, when they do not, the plant will be short-lived. No nurseryman should send out a plant that does not have well-started roots because that one plant may be a disappointment to the customer and prevent future sales to him.

Garden writers and botanical garden propagators have always urged the propagation of lilacs by cuttings. They make it sound easy. I have seen many commercial propagating houses where successful propagations ran 90 per cent or over, but I still do not consider this method easy, for if the wood is not taken in exactly the right condition, the percentage will be low instead

of high. Furthermore plants so grown are slow to develop, and may take one or two years longer to become salable than those grown by the methods described above.

The use of suckers is still another means of propagating. This is an ideal method when large quantities are not needed. Many old plants produce yearly suckers which can be taken off in the autumn and which after two or more years in the nursery will make fine salable plants.

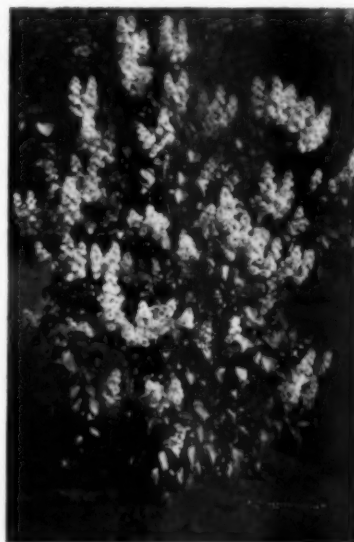
Ideal Plant for Consumer

The ideal nursery plant for the ultimate consumer should be from two to four feet high, with several branches from the ground. I do not recommend single-stem plants, as the one stem may be the one selected by a borer for his dinner. The plant sold to the customer should be growing rapidly and not have old or gnarled wood. Such gnarled wood is usually the sign that the plant is too old and has been growing in poor soil.

As already mentioned earlier, few nurseries wish to or can list 100 varieties. In chart 1, on page 12, I have presented a shorter list of standard kinds of *Syringa vulgaris* which are of the highest quality and some of which, in each color at least, should be in every nursery. All of these have been in commerce at least 25 years.

In 1953, four of the 33 varieties listed in the chart will have been in commerce 29 years; seven, 30 to 40 years; 13, 40 to 50 years; eight, 50 to 75 years, and one, over 100 years. No one can accuse them of being novelties, untested, untried, un-

[Continued on page 35]



Lilac Capitaine Baltet.

Outdoor Propagation Under Constant Mist

By James S. Wells



Section of Sash House, Showing Sash Removed and Fog Line in Operation.

Two years ago I had the pleasure of a visit from John V. Watkins, professor of horticulture at the University of Florida and a propagator of considerable knowledge and skill. We spent a full day talking about propagation of plants in general, with particular reference to the use of different types of humidification. He told me that growers in Florida and other areas in the south were using constant mist systems to great advantage, particularly during the intense heat of the summer months.

But the point that most interested me was that, using a system of constant mist, one could propagate a wide variety of plants right out in the open air. No sash, no lath shades, no cheese cloth—none of the conventional methods for shading or protecting young cutting material were used. I was assured that, provided the constant mist was maintained to cover the cutting beds properly from sunup to sundown, the cuttings would stand the full force of the sun. The only protection—if it can be

called that—was a side wall to prevent the dispersal of the mist by wind.

The methods used in Florida naturally varied among growers, but the basic procedure was similar. Benches were constructed in the open to hold from six to eight inches of rooting medium. No particular site was chosen, but the benches were so located as to receive the full amount of available sunlight and were usually placed running from north to south so that the sun traveled across the

[Continued on page 51]

PLANT	Number Taken	Date Taken	Date Lifted	Medium	Hormone	Wound	Dead	Callus	Light Roots	Moderate Roots	Heavy Roots	Very Heavy Roots	Per Cent Rooted
Azalea Amoena	25	July 19	Oct. 8	50-50	none	none	2	..	1	..	22	..	92%
A. Coccinea	50	July 9	Aug. 28	50-50	none	none	4	..	3	..	43	..	92%
A. Claret	100	July 3	Aug. 28	50-50	none	none	..	..	..	1	99	..	100%
A. Eliza Gable	25	July 19	Oct. 8	..	..	..	1	..	..	..	..	24	96%
A. Fedora	..	..	..	..	..	..	2	..	..	..	..	23	92%
A. Fireball	25	July 19	Oct. 8	..	..	..	2	..	..	..	..	23	92%
A. Herbert	25	July 9	Aug. 28	50-50	none	none	1	..	3	2	19	..	96%
A. Herbert	25	July 19	Oct. 8	..	..	..	..	..	..	..	..	25	100%
A. Hinodegiri	25	July 18	Oct. 8	50-50	none	none	1	2	..	..	22	..	88%
A. Hino. (Double)	100	July 3	Aug. 28	50-50	none	none	1	..	..	8	91	..	99%
A. Hino-crimson	25	..	..	..	..	..	3	1	..	3	18	..	84%
A. Louise Gable	25	July 19	Oct. 8	..	..	..	..	..	..	..	1	24	100%
A. Othello	25	July 22	Oct. 8	..	..	..	2	2	..	6	6	9	84%
A. Rose Gresley	25	July 19	Oct. 8	50-50	none	none	1	..	..	1	..	23	96%
A. Rosebud	25	July 7	Aug. 28	50-50	none	none	1	..	9	..	15	..	96%
A. Salmon Beauty	25	July 16	Oct. 8	..	..	..	1	..	..	1	23	..	96%
A. Sherwood Red	25	July 19	Oct. 8	50-50	none	none	1	..	..	1	23	..	96%
A. Snow	25	July 19	Oct. 8	..	..	..	..	..	..	1	..	24	100%
A. Mrs. Wery	100	July 7	Aug. 28	50-50	none	none	..	..	..	5	95	..	100%
A. Wil. Vuyk	100	July 7	Aug. 28	50-50	none	none	..	..	..	18	82	..	100%
Cornus Florida Flora Plena	25	July 11	Aug. 28	Sand	No. 2	none	1	5	3	6	10	..	76%
Euonymus Japonicus Var.	25	July 9	Aug. 28	Sand	No. 2	Heavy	..	..	..	..	25	..	100%
E. Patens	25	July 9	Aug. 28	Sand	No. 2	Heavy	..	..	..	..	25	..	100%
Juniperus Pfitzeriana	25	July 11	Oct. 3	Sand	H2	Light	3	6	6	10	..	..	64%
J. Sabina	25	July 11	Oct. 3	Sand	..	..	2	2	..	4	17	..	84%
J. Stricta	25	July 11	Oct. 3	Sand	H2	Light	6	9	1	1	9	..	44%
Magnolia Soulangiana	50	July 3	Aug. 28	Sand	No. 3	Light	..	..	4	13	14	19	100%
M. S. Nigra	50	July 3	Aug. 28	Sand	No. 3	Light	..	4	12	22	12	..	92%
M. Stellata	25	July 8	Aug. 28	Sand	No. 3	Light	1	..	..	4	5	15	96%
M. S. Rosea	25	July 8	Aug. 28	Sand	No. 3	Light	3	8	4	..	10	..	56%
Pieris Japonica	100	July 3	Oct. 8	50-50	H2	..	1	..	13	32	54	..	99%
Taxus Cus. (spreading)	25	July 11	Oct. 3	Sand	H3	Heavy	..	..	..	9	5	11	100%
Thuja Aurea Nana	50	July 11	Oct. 3	Sand	H2	Heavy	1	7	10	4	20	8	84%
T. Occ. Woodwardi	25	July 11	Aug. 28	Sand & Peat	No. 3	Heavy	5	4	11	5	..	..	54%
T. Pyramidalis	25	July 11	Aug. 28	Sand & Peat	No. 3	Heavy	..	2	7	..	16	..	92%

Summary of Rooting Results with Outdoor Propagation under Constant Mist. See Text

RA·PID·GRO

The Double Profit Plant Food



Rose on left was Ra-Pid-Gro fed.

PROFIT NO. 1

USE IT!

Nurserymen who *use* Ra-Pid-Gro know well that it produces:

1. Healthier stock.
2. More salable stock.
3. Far fewer replacements.
4. Properly timed blooms.



This dispensing display sells Ra-Pid-Gro for you!

PROFIT NO. 2

SELL IT!

Nurserymen who *sell* Ra-Pid-Gro know well that it produces:

1. Satisfied customers.
2. Repeat business.
3. Greater sales volume.
4. Extra profit.

USE RA-PID-GRO — AND SELL IT FOR SATISFIED CUSTOMERS

Imitation is the Sincerest Flattery.

They say money is the root of all evil
and it is sometimes the reason for substitution

Stock up on Ra-Pid-Gro NOW!

ANALYSIS 23-21-17

RA·PID·GRO

CORP., DANSVILLE, N. Y.

THE MIRACLE LIQUID PLANT FOOD

Plant Notes Here and There

By C. W. Wood

Judging from observation, correspondence with geranium specialists, and what I read in books and catalogs, I should say that there seems to be some difference of opinion about the limits and actual application of the name *Geranium grandiflorum*. It has been in my mind for some time to include a brief note here on the plant, not on the name and its application, for that it too complicated for my meager botanical knowledge, but on the plant as a garden ornament. Even here there is much difference of opinion, especially in regard to its flower color.

For instance, Mrs. Wilder called it "the best all-round member of the family," and "the bluest of the geraniums." Another quotation (without credit) found in my notes cautions against its near-magenta color, caused no doubt by the light in which its reddish-veined blue-purple flowers were seen. It is not beyond the bounds of possibility that both are right, because they might have been observing different forms. And it does vary, especially from garden-saved seeds. In fact there is one form, known in gardens as variety *alpinum*, which is entirely distinct, being more compact, with its bowl-shaped flowers as much as two inches across and of a lovely velvety purple shade set off by a white eye. I notice that it has been used in Europe as a parent in many of the good hybrids mentioned in the current literature from overseas. Grow it in good soil in shade to get the foot-tall stature mentioned by the writers, or grow it in poor soil in sun to keep it to eight inches or slightly less. I should not, however, expect it to be happy in full sun in hot sections.

Montbretias

Answering a Missouri correspondent: I can give you only an outline of the way we handled montbretias (tritonias, according to the botanists). The corms were separated in early spring, after being wintered indoors in dry sand, and each good piece placed in a 3-inch pot of sandy soil. If convenient, they were kept in heat until top growth commenced, when they were transferred to a coldframe, where they could be protected from frost until it was safe to put them in the open, usually in late May.

When I see an unusual plant in the news, I immediately turn to my

notes to refresh my memory. In that way I came upon the following comments on *Linaria ventricosa*, made in 1936, after reading references to it in a contemporary publication.

The books say that the plant comes from northern Africa, but it runs in my mind that it is an inhabitant of the Atlas mountains. If that is true the plant should be fairly hardy, because many plants from the Atlas, including some anacyclus and chrysanthemum species, are safe in a normal winter even this far north, especially if there is plenty of snow. But this *linaria* was not. In fact, the only way I was able to get it to bloom here was to start it early under glass and treat it as we do snapdragons. It would then bloom from August onward, producing its big copper-shaded, pale yellow snapdragons (with the characteristic brown lines) on 2-foot stems, which are in turn clothed in pretty, glaucous leaves.

The branching of the flower stem, with six to 10 flowers open at a time on each branchlet, makes a plant that is really showy over a long period. If you operate in the south, it will pay you to investigate this plant when it is offered; if you live in the north, it might be well to try it after the manner of snapdragons.

Potted Peonies

A writer, sitting in his ivory tower, often wonders if what he writes is of any value. When he is assured by a reader that it is, it gives him fresh courage to keep on. This observation was prompted by a letter received last week from a reader who reported splendid results from his use of a suggestion made here some 10 or more years ago on handling potted peonies in spring. It also prompts me to expand the idea at this time, hoping that it may benefit new readers.

Merely as an experiment, I tried

LANDSCAPE-SIZE SHRUBS			LINING-OUT STOCK		
	Per 10	Per 100		Per 100	Per 1000
<i>Clethra alnifolia</i>			<i>Clethra alnifolia</i>		
2 to 3 ft.	6.00	50.00	6 to 12 ins.	7.00	60.00
3 to 4 ft.	8.00	70.00	<i>Ilex verticillata</i>		
<i>Ilex verticillata</i>			1 to 2 ft.	7.00	60.00
2 to 3 ft.	6.00	50.00	<i>Syringa vulgaris</i>		
3 to 4 ft.	7.00	60.00	1 to 2 ft.	7.00	60.00
<i>Viburnum cassinoides</i>			<i>Viburnum acerifolium</i>		
2 to 3 ft.	5.00	40.00	6 to 12 ins.	8.00	70.00
3 to 4 ft.	6.00	50.00	<i>Viburnum cassinoides</i>		
<i>Viburnum dentatum</i>			1 to 2 ft.	8.00	70.00
2 to 3 ft.	4.50	35.00	<i>Viburnum dentatum</i>		
3 to 4 ft.	6.00	50.00	1 to 2 ft.	8.00	70.00
CLUMP BIRCH			EVERGREEN TRANSPLANTS		
<i>Paper Birch</i>			<i>Abies balsamea</i>		
6 to 8 ft.			4 to 8 ins., trans., 2-2	12.00	100.00
3 stems and up.	40.00	....	<i>Thuja occidentalis</i>		
<i>Gray Birch</i>			12 to 24 ins., trans., 2-3	40.00	....
4 to 6 ft., 3 to 6 stems	20.00	150.00	<i>Tsuga canadensis</i>		
6 to 8 ft., 3 to 6 stems	35.00	250.00	4 to 8 ins., trans., 2-1	15.00	120.00
PAPER BIRCH			EVERGREEN SEEDLINGS		
<i>Betula papyrifera</i>			Collected		
2 to 3 ft.	8.00	70.00	<i>Tsuga canadensis</i>		
3 to 4 ft.	25.00	200.00	4 to 8 ins.	4.00	20.00
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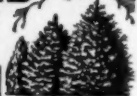


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potted peonies for spring sales for four years, and the results were so gratifying that I think neighborhood growers are making a mistake if they do not give the idea a trial. It is a better idea, I believe, to handle peonies in pots for late sales than it is to try this with roses, because the latter can be held back in cold storage with less harm to the plant than can peonies. Roses are a natural spring sales item, anyway, while peonies, as usually handled, are a fall seller. It is true, of course, that many peonies are sold from storage or from the field in spring, but that usually means no flowers are forthcoming the first year, and that is not the way to please the impatient gardener.

On the other hand, a 3 to 5-year division of a healthy peony root potted in early spring and grown along in a coldframe will often reward with some flowers the first year. Potted peonies may be handled in the same way that you have been taking care of roses, extending the safe selling season of peonies as it extends that of roses.

Iris Flavissima

As one grows older it becomes increasingly difficult to follow the vagaries of the botanists as they shuffle around the names of our favorite plants. For instance, I think I shall never be able to substitute flavissima for arenaria in the case of my favorite small, yellow iris, but those of you who pride yourselves on your correct nomenclature have no other choice, I suspect, for that seems to be the edict of science. Whatever the name may be, the sand iris is, in my opinion, the prince of its kind.

As the name (arenaria) implies, it grows naturally in sandy soil, reportedly from Hungary in Europe to Mongolia in eastern Asia, a wide stretch of terrain to be covered by a plant which has the reputation of being inconstant in gardens. When it is brought into gardens, it should be given a light, well-drained soil. That and full sun should make it possible for one to enjoy its bright, pale golden-yellow blooms every April for years and years, especially if one takes a little care to see that it is given the opportunity to recuperate after the flowering period. I have read that it likes fairly rich soil underneath the top layer of sand, but that alone does not seem to help it over the debilitated period which follows flowering. It is then that the plant will appreciate a generous top-dressing of leaf mold, which seems to give it the impetus to come to life again. Here is an iris small enough

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(three or four inches) for the smallest garden, lovely enough for any garden and easy enough for the beginner in gardening.

Some Small Potentillas

Like most large plant families, potentilla is a vast accumulation of weeds, with a few good garden plants thrown in for good measure. Even with our subject limited by the term "small," there are still too many for all to receive attention in this restricted space, especially when it is in my mind to devote most of the space to a small form of the shrubby cinquefoil, *Potentilla fruticosa montana*.

The species is widespread throughout the northern temperate zone, growing in some form from marshy places in lowlands through rocky and semidesert conditions to alpine regions. Our present plant, variety *montana*, grows in the last location, with its stature reduced from the two or three feet of the ordinary kinds to around 10 inches. But it has retained the typical, single, yellow "roses" of the type, large for the size of the plant, and the same summer-long blooming habit of many fruticosa forms. Its upright growth fits it for many garden roles, including the front of shrub borders, edgings and rock gardens. It is easily grown in ordinary garden soil, either in full sun or part shade. I do not know how it reproduces from seeds, though I suspect that it would come true; however, it is so easily grown from cuttings of the little "buttons" of foliage rubbed off with a heel in summer that seedage should not be necessary.

Other small kinds with value include the following: The 6-inch *P. fragiformis*, most desired for its large, silky, silvery, strawberry leaves, though its yellow flowers in June are not without merit (needs good drainage); the 2-inch creeper, *P. cinerea*, with yellow flowers in spring and fall; the 4-inch *P. nevadensis*, with pretty foliage, silky on the underside, and yellow flowers throughout most of the summer, and the 5-inch Spanish beauty, *P. pyrenaica*, with golden flowers in midsummer. All these cinquefoils are easily grown from seeds, and most divide readily.

Saxifraga Fortunei

Answering the Wisconsin inquirer who asked about *Saxifraga fortunei*: I do not now remember ever growing the plant and do not find it mentioned in any of my notes. But I should not expect it to be hardy anywhere in the middle west. It belongs to the diptera (the two upper petals

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are much longer, giving the flower the appearance of a diptera) section of saxifraga, of which the so-called strawberry geranium, or mother-of-thousands, is the best known example. None of the five or six kinds that are now in gardens is hardy so far as I know. However, *S. fortunei*, like *S. sarmentosa*, or strawberry geranium, if you prefer, may be used as a pot plant in a cool house, where it will help make autumn more cheerful with graceful, loose panicles of white flowers over red-stemmed, dark green leaves. It is said to be easily grown from cuttings in autumn.

Propagating Anchusa Italica

Answering two inquiries received lately: *Anchusa italica* may be grown from seeds, of course, and that is probably the best way to propagate the plant unless one is working with named varieties. Then one will want to use root cuttings. Clumps are lifted and cleaned of soil, and the old thong-like roots are cut into 4-inch lengths and planted upright in boxes or, if the work is done in spring, in frames. Personally, I like fall propagation best, because more time can generally be given to the work and the plants are ready to go to permanent quarters in spring. Incidentally, this anchusa needs frequent renewal, not because it is tender to cold, but rather because it resents heavy soil during the winter, especially if there is a possibility of excess moisture.

Edelweiss

A promise made myself several years ago never again to mention edelweiss in this column has to be broken in self-defense, if for no other reason. At the moment there are at least 10 inquiries on the desk asking for information on this supposedly aloof creature. I used to have a standard reply to all these inquiries, rather sarcastic, I am afraid, as I look back upon it from the mellowness of old age; so I cannot use that and shall have to formulate a new one, perhaps cribbing Farrer's remarks on its supposed rareness: "Still, maidens grow misty eyed at the thought of it and, after having tramped the Alps from end to end, declare that they would die happy if only they could see the edelweiss, an aspiration which proves their pedestrianism never to have progressed beyond the high roads of the passes, for, had they anywhere diverged 100 yards to left or right, it would have been hard luck indeed had they not found themselves upon level lawns of their heart's desire." And he might have added that the same conditions prevail on most of the mountain

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chains from the Alps to the plains of Siberia. So much for its reputed rareness.

As to culture, anyone can have it at no trouble at all simply by sowing the seeds where wanted, from high, dry spots in the rockery to the rich soil of borders, even in the peaty soil of the gentian bed. Actually, we have used it as an annual in temporary plantings to the satisfaction of all concerned.

Veronica Hulkeana

A Connecticut reader asks for a brief report on *Veronica hulkeana*. In the first place, botanists do not allow us to call it *veronica* now, having replaced that name by *hebe*, so it is now *Hebe hulkeana*. Regardless of name, it is not hardy in the north and probably would not be outside the deep south and southern California. I have, though, seen it used to good effect as a pot plant in a cool house. As I remember it, the plants are renewed frequently from half-ripened cuttings taken soon after the flowering season, after which the old plants are discarded. A well-grown plant, which means that it has been pinched twice to produce a bushy growth, is a lovely sight when it is carrying a number of long spikes of pale lilac flowers.

NEW TURNER NURSERIES

Harold Turner, formerly with the Boca Raton Club, Boca Raton, Fla., has gone into business for himself as Turner Nurseries, Inc., P. O. Box 145, Boca Raton, Fla. Mr. Turner is president of the new corporation; his son, Gerald, vice-president, and T. R. Johnson, secretary-treasurer.

This summer the business will be moved to its permanent location on the Dixie Highway, U. S. 1. Construction of office and salesyard is now under way.

The new nurseries were recently awarded the contract to landscape a development of 500 small homes.

Harold Turner is also being kept busy as mayor of Boca Raton, to which office he was elected earlier this year.

IRIS field day was held May 24 at Rutgers University, New Brunswick, N. J., marking the reopening of the school's enlarged iris garden. The garden now includes some 1,100 varieties.

RAYMOND C. SCHENK, who operates a landscaping company at Levittown, N. Y., recently took Dudley H. Clayton into the firm as his partner.



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This Business of Ours

Reflections on the Progress and Problems of Nurserymen

By E. Sam Hemming

PROMOTION OF PARKS

It would seem a fine idea for the American Association of Nurserymen to direct some of its promotional effort in the "Plant America" drive to the sponsorship of a park program throughout the country.

The interest in town and city parks is on the wane, or, if the interest is not on the wane, parks are being squeezed by other necessities, because their number is definitely on the decrease. Much of the difficulty is part of the larger problem of the "decay of cities" of which we hear so much. The centers of our large cities have so overgrown, and our traffic problems are so immense, that the cultural interests are being neglected. Space is at such a premium that every bit of land that can be used for structures is taken. Or, if it is not being used for a structure, it is being taken for parking areas for automobiles, wherever this can be contrived.

Another difficulty affecting parks arises from the times in which we live, which are greatly affecting our cultural progress. The defense needs of today have made the tax burden heavy and labor both scarce and highly paid, both factors mitigating the interest in maintenance and development of parks. When the squeeze of tax money is on, the things that are apparent or seeming luxuries are the first things to be neglected.

There is another pressure that has lessened the interest in parks which, though not so serious, could be partly remedied. The intolerable conditions that have developed in the center of cities have caused a mass movement of populations to the suburbs and even into rural areas. Here, where the homeowner can have a little extra land, he can have his own "park" area and satisfy the need felt by the city dweller. But, unfortunately, a vast improvement could be made in much suburban development in the matter of park planning and land use. So much has grown without meaning or reason that slums seem to have moved out of the city, into the suburbs.

The "Plant America" program has been a fine civic program and has without doubt done a lot for the people of the country, but if the idea were carried still further and made

more pointed and direct, it could do still more good. Not to give up the present program, but rather to add as a goal the development and actual saving of parks would be desirable. We need to make people more park conscious and thus to revive interest in parks and to make them more beautiful and attractive, plus emphasizing how really important they are to the health and well being of a city or town.

Instead of chipping away steadily at our small strips and areas of green grass, flower beds and trees, we should advocate the creation of still more of them, for these little spots of beauty are as vitally necessary as are the large parks. It is these little parklike areas that seem to be disap-

pearing in large cities; when they are all gone, and if they go without protests of the citizens, it will be easy for the politicians to submit to pressures directed at the encroachment on large parks.

Some years ago it was necessary for the American people to be alarmed about our national and state parks and to "save" them; it would be well if we would now try to save our city and town parks. Nurserymen could serve both their selfish interest and the public if they would spark such a program.

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COVER ILLUSTRATION

Evodia Danielli

Evodia danielli, the Korean evodia, is a comparative newcomer to our list of small ornamental trees, although it was introduced into this country from its native north China and Korea in 1905. For some reason it has never gained much popularity until recently.

The Korean evodia is a small tree, attaining a height of about 25 feet at maturity. As pictured on the cover of this issue of the American Nurseryman, it appears almost shrubby and broad spreading in growth habit. Most of the plants of this species that the writer has seen have been narrower and more upright. A specimen of the Korean evodia photographed in Kew Gardens last fall was taller than broad.

The generic name, evodia, comes from the Greek word euodia, meaning pleasant odor and referring to the odor of the wood.

The leaves of the Korean evodia are opposite and compound, with seven to 11 finely toothed leaflets that are two to four inches long. They are medium to dark green above and light green beneath.

One of the interesting characteristics of this plant is the small, white flowers borne in large, flat clusters in August to early September. It is a good addition to our list of late summer-flowering trees. The fruits are red to black berrylike pods.

Not much is known of the cultural requirements of the evodias since they have not been planted often enough to judge. They appear to be tolerant of soil of various types and fertilities, transplant without much difficulty and are free from pests. The Korean evodia is hardy in Ohio and similar territory once it has attained some size and is well-established. Some difficulty has been experienced with it in the seedling stage. On some occasions, considerable winter injury has occurred during the first winter in the seedbed. Propagation is by seeds.

From present observations the Korean evodia is best used as a small tree for lawn or border planting to provide interesting foliage and flowers. L. C. C.

THE National Shade Tree Conference is now supporting a research project on the chemotherapeutic control of shade tree diseases in cooperation with the University of Maryland and the United States Department of Agriculture.

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STANDARD HEAVY	(Packed 100 in carton; 300 or more at 1000 price)			Per 100	Per 100	Per 1000		
	No. 0	5 1/2 ins.	5 ins.	6 ins.	30 lbs.	\$3.25	\$30.00	
	No. 1	6 1/2 ins.	6 ins.	7 ins.	50 lbs.	4.50	42.50	
	No. 2	9 1/2 ins.	7 ins.	8 ins.	74 lbs.	5.00	47.50	
	No. 3	9 ins.	8 ins.	9 ins.	82 lbs.	5.50	52.50	
(Packed 25 in carton)				Per 100	Per 25	Per 50	Per 75	
No. 4	13 ins.	12 ins.		130 lbs.	\$7.00	\$13.25	\$19.75	
					Per 100	Per 1000		
					\$23.75	\$210.00		
SPECIAL LIGHT	(Packed 200 in carton)			Per 200	Per 200	Per 1000		
	No. 0	5 1/2 ins.	5 ins.	6 ins.	25 lbs.	\$5.50	\$25.00	
	No. 1	6 1/2 ins.	6 ins.	7 ins.	40 lbs.	7.50	35.00	
	No. 2	9 1/2 ins.	7 ins.	8 ins.	60 lbs.	9.50	40.00	

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Coming Events

MEETING CALENDAR

June 1 to 3, annual short course for nurserymen, Texas A. and M. College, College Station, Tex.

June 9 and 10, New Mexico Association of Nurserymen, at New Mexico A. and M. College, Las Cruces, N. M.

June 10 and 11, California Association of Nurserymen annual refresher course, California Polytechnic College, San Luis Obispo, Calif.

June 11 to 13, South Carolina Association of Nurserymen, Francis Marion hotel, Charleston, S. C.

June 22 and 23, Mississippi Florists' and Nurserymen's Association, Heidelberg hotel, Jackson, Miss.

June 22 to 24, summer meeting and short course for nurserymen, Missouri State Nurserymen's Association, University of Missouri, Columbia.

June 26 to 28, joint summer meeting, Illinois State Nurserymen's Association and the Wisconsin Nurserymen's Association, Deer Trail Lodge, Heafford Junction, Wis.

July 19 to 23, American Association of Nurserymen, Waldorf-Astoria hotel, New York.

July 21, National Landscape Nurserymen's Association, Waldorf-Astoria hotel, New York.

August 3 and 4, summer meeting, National Mail Order Nurserymen's Association, Hotel La Salle, Chicago.

August 13, summer meeting, Pennsylvania Nurserymen's Association, Pennsylvania State College, State College, Pa.

August 16 to 18, Southern Nurserymen's Association, Biltmore hotel, Atlanta, Ga.

August 17 to 21, National Shade Tree Conference, Hotel La Salle, Chicago, Ill.

August 18, joint summer meeting, New England Nurserymen's Association, Rhode Island Nurserymen's Association, Massachusetts Nurserymen's Association and Connecticut Nurserymen's Association, Adams Nursery Co., Westfield, Mass.

August 18 to 20, New York State Nurserymen's Association, Garden City hotel, Garden City, L. I., N. Y.

August 19 to 21, nursery and landscape management conferences, Kellogg center, Michigan State College, East Lansing.

August 24 to 26, Texas Association of Nurserymen, Baker hotel, Mineral Wells, Tex.

October 6 and 7, 12th short course on roadside development, Ohio department of highways, Columbus.

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Lining-out and B&B

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5/16-in., 7/16-in., 9/16-in. and
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Montmorency Cherry, 2 and 3-yr.,
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BOULEVARD NURSERIES Newport, R. I.

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HEMEROCALLIS MEETING

The 1953 annual meeting of the Hemerocallis Society will be held at Chicago, Ill., July 16 to 18, with headquarters in Evanston's North Shore hotel.

The 3-day meeting will include visits to outstanding private hemerocallis gardens of the vicinity as well as to trial gardens where over 8,000 new seedlings can be observed. Among the outstanding gardens to be viewed is that of Mr. and Mrs. Elmer A. Claar, at Northfield. Gardeners who like to compare varieties in color classes will find the Claars' garden, with its many beds arranged according to color, of particular interest.

Among the social events scheduled are a buffet dinner and showing of color slides July 16, a banquet July 17, to be followed by a display of flower arrangements and a lecture by the "Old Dirt Dobbler," Sam Caldwell, and, on July 18, a luncheon on the lawn of the Claar home.

RHODE ISLAND, TOO!

The Rhode Island Nurserymen's Association will join the associations of New England, Connecticut and Massachusetts at the joint summer meeting to be held at the Adams Nursery Co., Westfield, Mass., August 18.

NEW YORK MEETING

The New York State Nurserymen's Association will hold its summer meeting at the Garden City hotel, Garden City, L. I., N. Y., August 18 to 20.

MAIL-ORDER MEETING

The summer meeting of the National Mail Order Nurserymen's Association will be held at the Hotel La Salle, Chicago, August 3 and 4.

CONDITIONERS TESTED

Tests which rated the effectiveness of 16 commercially available synthetic chemical soil conditioners in stabilizing soil aggregations recently were completed by the Doane Agricultural Service and the Agricultural Institute of St. Louis, St. Louis, Mo.

After consulting with Battelle Memorial Institute, Columbus, O., the two groups inaugurated their study May 22, 1952. A plot of land with soil of a silty loam, with clay size slightly more than 20 per cent, was chosen for the tests. A crop of red

LANDSCAPE MATERIAL**Rhododendron Maximum
Kalmia latifolia**

Pruned, compact, healthy green foliage, B&B, with exceptionally good balls. F.O.B. Boone, North Carolina. Truck or car lots, February and March.

15 to 18 ins. **\$1.25** (retail value \$3.50 to \$4.50)
18 to 24 ins. **1.65** (retail value 5.00 to 6.50)
24 to 30 ins. **2.45** (retail value 7.00 to 8.00)

Above available from Bellville, Ohio, March and April.

15 to 18 ins. **\$1.50**
18 to 24 ins. **2.00**
24 to 30 ins. **3.25**

Pinus Resinosa (Red Pine)

Pruned, exceptionally fine, heavy specimens; wide, compact. About 5000. First digging from this block.

4 1/2 to 5 ft., B&B. **\$5.50**

Cornus Florida

5 to 6 ft., B&B. **\$3.50** (25% with fl. buds)

6 to 7 ft., B&B. **4.50** (75% with fl. buds)

7 to 8 ft., B&B. **5.50** (100% with fl. buds)

8 to 9 ft., B&B. **6.50** (100% with fl. buds)

9 to 10 ft., B&B. **7.50** (100% with fl. buds)

Above available after March 1.

**WADE & GATTON NURSERIES
BELLVILLE, O.****ROSA MULTIFLORA JAPONICA**

Hardy northern-grown seedlings. Upright, thorny type for stock-tight living fences, conservation and understock. We select our seeds for trueness to type. The plants are excellently grown.

1 to 3 mm. **\$15.00** per 1000

6 to 8 mm. **45.00** per 1000

Will be shipped cut back to about 8 inches unless you state otherwise.

TERMS: Free packing when cash is sent with the order
C. O. D. shipments require 25% with order.

Sample for \$2.00.

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The ideal permanent evergreen ground cover plant for shady and semishaded areas in all climates. Strong, well-rooted, 1-yr. plants: **\$3.75** per 100; **\$35.00** per 1000; **\$32.50** per 1000 for 5000 or more in one shipment. Available for prompt shipment—late March through November. Order now for your spring requirements.

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clover which was growing on the land at the time the tests were initiated was harvested and the area plowed and double disked.

The area then was marked off in 10x60-foot plots for each treatment, and check plots were provided. Four replications of each conditioner were included. Complete randomization within the replicates was established in accordance with accepted test procedures.

The chemicals were applied according to manufacturers' specifications in each instance, except that the soil was cultivated prior to treatment. Samples of soil were taken before and after each test to measure the change in aggregation caused by the addition of synthetic conditioners. The first samples of treated soil were taken July 21, 1952, after a rainfall, and the last samples were taken in December, 1952.

The following table shows the percentage of water-stable aggregates obtained with conditioners. The depth of treatment in each case was six inches. The first column lists the percentage of water stable aggregates noted in samples taken in July, and the second, in samples taken in December.

Conditioner	Per Cent in July Sample	Per Cent in December Sample
A	36.8	21.8
B	31.8	16.1
C	30.1	12.1
D	41.2	15.0
E	30.8	16.0
F (Check)	32.0	13.8
H	34.7	22.4
I	32.1	28.1
J	39.3	17.3
L	72.4	57.8
M (Check)	31.6	15.1
N	53.2	32.8
O	38.4	20.2
P	37.9	22.2
R	33.4	11.5
S	66.8	44.1
U	36.6	17.9
V	30.2	15.7

A report summarizing the results of these tests may be obtained by writing to Doane Agricultural Service, 5144 Delmar boulevard, St. Louis, Mo. The Doane Agricultural Service will also furnish the names of the most effective conditioners on request.

ST. JAMES NURSERY, St. James, L. I., N. Y., recently opened a retail florists' department.

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If so, please write for copy of our new wholesale price list.

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EXTRA SPECIAL

Cotoneaster Acutifolia Per 1000
18 to 24 ins., tpl., well-br. \$220.00
2 to 3 ft., tpl., well-br. 350.00

Caragana Arborescens
2 to 3 ft., 2-yr. sdgls. 42.00
18 to 24 ins., 2-yr. sdgls. 34.00

Chadwick's Buckthorn
2 to 3 ft., tpl., well-br. 200.00
3 to 4 ft., tpl., well-br. 250.00

Russian Olive
2 to 3 ft. 60.00

SUMMIT NURSERIES
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HEADQUARTERS FOR
EVERGREEN GRAFTS, TRANSPLANTED
EVERGREENS, SHRUB LINERS.
RARE ITEMS YOU DO NOT
FIND IN MOST LISTS! *Write!*

HILLTOP NURSERIES
CASTOWN, OHIO

Tree Maintenance

By Noel Wysong

CONTROL OF BORERS

With the development of the newer insecticides and the subsequent tests conducted with each alone and in combination with others, some of the most difficult insect problems are becoming less formidable. A case in point is the gradual development of methods and materials that are effective in the control of borers. DDT, with its residual toxic properties, was used with considerable success against some species of borers. Against others it was less effective, and scientists, striving for perfection, have continued experimenting with other materials.

One of the most recent developments in this field has to do with the pear borer, *Thamnosphacia pyri* (Harr.). The name, pear borer, is something of a misnomer, for apple trees are the preferred host plants of this insect, although it will feed also upon pear, mountain ash, hawthorn, junberry and perhaps others. Feeding in the cambial region in the trunk and larger branches, thus causing large cankers or girdling, this insect often is responsible for considerable damage to mature trees. Many apple orchards in Virginia have suffered severely from this pest.

In 1950 and 1951 the Virginia agricultural experiment station at Staunton tested some of the new organic insecticides against the pear borer. The materials used included DDT, Parathion and EPN at various rates of dilution, applied as a spray to the trunks and lower branches. A. M. Woodside, of the experiment station, writing in the *Journal of Economic Entomology*, has reported that good control of the borer in new infestations was obtained by the use of three sprays containing Parathion at the rate of two pounds of 15 per cent wettable powder to 100 gallons applied during the flight period of the moth, which in Virginia occurs during May and June. One spray with three pounds of Parathion or two pounds of EPN and two spray applications containing five pounds of 50 per cent DDT to 100 gallons also gave good kills in new infestations.

Two sprays containing five pounds of Parathion or three pounds of EPN applied during the flight pe-

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Juniperus Andorra

Juniperus Excelsa Stricta
Juniperus Fastigiata
Juniperus Pfitzeriana
Juniperus Pfitzeriana Compacta
Juniperus Pfitzeriana Nana
Juniperus Sabina von Ehrh
Juniperus Virginiana Canaerti
Juniperus Virginiana Dundee
Juniperus Virginiana Glauca
Pinus Nigra

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Euonymus Patens
Ilex Opaca East Palatka

Ilex Vomitoria
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2-in. pots, 22c ea.

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Well-established in pots.

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CINCINNATI 29, OHIO

COTONEASTER and BUDDLEIA

	Each	Each
	3-yr., T., B&B,	10 Per 100
600 Cotoneaster Divaricata, 2 to 3 ft., well-branched	1.75	\$1.50
200 18 to 24 ins., well-branched	1.50	1.35
425 15 to 18 ins., L.O., 2-yr., T.	.35	
175 12 to 15 ins., L.O., 2-yr., T.	.27½	
150 Cotoneaster Zabell, 12 to 15 ins., L.O., 2-yr.	.27½	
Buddleia, 2-in. potted stock, Charming, lavender-pink	.20	.15
Dubonnet, light lavender	.20	.15
Imperial Purple, very deep purple	.25	.20
Red Velvet, velvety red	.20	.15
Royal Scarlet, best deep red	.25	.20
Snowbank, pure white	.25	.20

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SMALL FRUIT PLANTS and VEGETABLE ROOTS

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ALL YOUNG-GROWN STOCK
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Over 100 Years' Nursery Experience
**ILGENFRITZ
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The Monroe Nursery
MONROE, MICHIGAN
GET THE BEST BUY ILGENFRITZ

riod of the moths gave fair control of established infestations. Dr. Woodside warns, however, that heavy infestations cannot be brought under control by spraying one year only. He suggests a spray containing five pounds of 15 per cent Parathion or three pounds of EPN applied in late May or early June two years in succession, or two sprays of these materials, but in less concentrations, the first spray being applied in late May and the second in mid-June for two successive years.

It seems likely that similar sprays might be effective in control of other boring insects that work in the cambial region. The time of application, for best results, probably would vary with the species of borer involved, being timed to coincide with the flight period of the adults.

DR. WATSON HEADS MICHIGAN PROGRAM

The nursery and ornamental horticulture program at Michigan State College, East Lansing, has been taken over by Dr. Donald P. Watson, assistant professor at the college, it was recently announced by Dr. H. B. Tukey, head of the college's department of horticulture. The program over which Dr. Watson will have charge includes a 2-year terminal training program, a 4-year degree course in ornamental horticulture, graduate work and a research and extension program in this field.

Dr. Watson obtained his early horticultural training in Canada, at the Ontario Agricultural College and the University of Toronto, and then spent two years at the University of London, England, while a student at Kew Gardens. For five years he taught horticulture at the Long Island Agricultural and Technical Institute, Farmingdale, N. Y. After spending three years with the United States Army Air Force as a meteorologist, Dr. Watson attended Cornell University, Ithaca, N. Y., and was awarded a Ph.D. from that institution in 1945. Upon completion of a year of research in biological warfare at the Tropical Botanical Gardens of Harvard University, located at Cienfuegos, Cuba, he came to Michigan State College as an assistant professor. His work for the past four and one-half years has chiefly concerned research and supervising graduate research.

ARMSTRONG NURSERIES,
Ontario, Calif., recently opened a branch nursery in the Lakewood center at Long Beach.

PFITZER JUNIPER LINERS In Wood Plant Bands

6 to 8 ins. **16½¢**

8 to 10 ins. **22¢**

300 or more, **2¢** less per plant.

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On claims of \$30.00 or less, 50%.

Minimum commissions \$15.00.

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On claims of \$45.00 or more, a suit fee of not less than \$7.50.

NO COLLECTION—NO CHARGE

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THE KALLAY BROTHERS CO.
Painesville, Ohio

Tulsa, Okla., Notes

Drought conditions at Tulsa, so prevalent during the past summer, fall and winter, have disappeared under the heavy rains experienced this spring. A hailstorm a few weeks ago caused temporary damage to plants and broke considerable glass in florists' greenhouses on the north side and in Sand Springs. Mayfair Nursery reported a loss of 250 panes of glass in the propagating house. The spring season has been an unusually busy one, with excellent conditions for growing and planting.


A landscaping job of large proportions has been carried out at the new Stanolind laboratory, at 41st street and Yale avenue. This is the largest petroleum laboratory in the world, a \$4,000,000 project, on a large tract of ground, of which 40 acres around the buildings were landscaped. Howard G. Jensen was the landscape architect, and Mario Sanseverino, of O. K. Gardens, did the planting. The landscaping was designed for a good appearance over a considerable period of years with a minimum of upkeep and will grow into its intended appearance in about five years. Extensive use was made of broad-leaved evergreens, pin oaks, flowering crab apples, willows, mimosas, birches, sugar maples, gums, sycamores, magnolias, dogwoods, Burford hollies, Pfitzer junipers and nandinas.

Mr. Sanseverino has just completed an 18x20 crab-orchard stone addition to his own firm's offices on 31st street. It is modern in style and is air conditioned. He has also let the contract for a new Lord & Burnham greenhouse at the same site. In addition to the planting at the Stanolind firm, he has just completed planting Floral Haven, a new cemetery project on the road to Broken Arrow.

Louis P. Cummings and J. R. Fox have formed a new concern known as the Owasso Nursery & Landscape Co., operating at the site of the old Blan Nursery at the intersection of Highways 75 and 169, north of Mohawk park. They are engaged in a general nursery and landscape business.

Lester Randolph, of the United Landscape Service, now engaged in turfing several airports, reports that he is finishing the last of the business buildings being erected on the old site of the nursery at Peoria and 38th streets.

Joanne Stephens, daughter of Mrs. Stephens, of the Stephens Nursery &



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Our Specials in Lining-out and Finished Stock Include:
Pink-flowering Dogwood Evergreens Hedge Plants
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We offer only the Peter Liu strain of Chinese Chestnut trees which produced the Nanking, Meiling and Kuling varieties. We give you the advantage in price of our long growing season and cheap labor in addition to the proven quality of our trees. Your inquiries are invited.

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Broad-leaved Evergreens and a general line of quality ornamentals.

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CAIRO, GEORGIA • SINCE 1887
"WIGHT GROWN MEANS GROWN RIGHT"

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Fruit trees for Fall, 1953, are growing fine!

Your want lists will receive our most careful attention.

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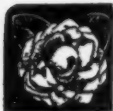
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Semmes, Ala.



Landscape Co., now a freshman at Oklahoma A. and M., was on the dean's honor roll and has been elected sweetheart of the Theta Kappa Phi fraternity.

At the Reser Landscape Nursery, J. F. Reed, son-in-law of Mr. and Mrs. Reser, has returned from Korea and is now assisting in the office and sales work. The Reser lath house was recently enlarged from 4,000 to 6,000 square feet, and the office space has been enlarged.

Ruth W. Clevenger

V. CURTIS' SON CITED

Lieut. Vallean Edward Curtis, son of Mr. and Mrs. Vallean Curtis, Curtis Nurseries, Calicoon, N. Y., has been awarded some of the nation's highest honors for outstanding performance as a pilot with the United States Navy.

Lieutenant Curtis received a Commendation from the commander of the 7th Fleet for outstanding courage and expert airmanship during an attack against heavily defended hydro-electric facilities in North Korea on June 24, 1952. He was awarded the Air Medal for participating in 20 "strikes" between February 4 and May 25, 1952, in an area constantly exposed to enemy aircraft and anti-aircraft fire.

The highest honor, the Distinguished Flying Cross, was given to Lieutenant Curtis, in the words of the official citation, "For extraordinary achievements while participating as pilot of a fighter plane in Fighter Squadron 113 . . . during action against enemy forces in North Korea on 25 May, 1952. While participating in one of the largest carrier air attacks of the Korean War against the industrial city of Chongjin, [then] Ensign Curtis' display of expert airmanship and effective utilization of sound combat tactics were directly responsible for extensive damage on the enemy. Though opposed by intense and accurate anti-aircraft fire, he made repeated attacks with complete disregard for his own personal safety, scoring three direct hits on a marshalling yard and a direct hit on a munitions factory, completely destroying it. After expending his bomb load he again braved the anti-aircraft fire and silenced three of the gun positions, enabling the rest of his flight to inflict more damage to the enemy. His outstanding courage and skill . . . reflect the highest credit upon himself and were at all times in keeping with the highest traditions of the United States Naval Service."

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DWARFING BY RADIATION

An experiment to dwarf fruit and flowering trees by radiation is being conducted by Dr. Peter K. Nelson, research associate of the Brooklyn Botanic Garden, Brooklyn, N. Y., in an attempt to produce genetically stable dwarf trees suitable for the small, ornamental garden. The object of the experiments is to increase the chances of genetic mutation with a possibility of producing dwarf varieties which can be counted on to remain small.

Dr. Nelson uses an instrument which looks something like a croquet mallet, which was lent to the Brooklyn Botanic Garden by the Brookhaven Radiation Laboratory. It consists of a metal case, which houses radioactive phosphorus, at the end of a handle. With this instrument, Dr. Nelson is able to expose the buds of magnolia, cherry and crab apple trees to radiation for varying periods of time. He strips a bud on a tree of its dark outer leaves until he has laid bare the delicate growing shoot. Then, with a trigger on the handle of his "mallet," he opens a shutter on its head and focuses the radiation on the bud. He exposes some buds for five minutes, some for 15.

It is believed that increased gardening interest among small homeowners has developed a need for stable dwarf varieties of trees.

SOCIETY ELECTS

Elected to the executive committee of the Massachusetts Horticultural Society at the May 4 meeting of the group at Horticultural Hall, Boston, Mass., were John S. Ames, president; Dr. R. A. Van Meter, vice-president; Ernest Borowski, Elmer D. Merrill, Harold S. Ross, Harold D. Stevenson and Mrs. Edwin S. Webster, trustees to serve three years, and Donald Wyman, trustee for two years.

DADE COUNTY OFFICERS

Raymond E. Turner was re-elected president of the Dade County Nurserymen's Association (Florida) for 1953. Francis J. Smith was elected vice-president, Joseph P. Biebel was named secretary and R. Carl Bachman is the new treasurer.

ROSEDALE'S NURSERIES recently opened their sixth retail outlet, at Pomona, Calif. Other retail stores owned by the firm are at Monrovia, Glendale, Compton, Encino and in the Broadway-Crenshaw district.

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Keep Sales Volume Climbing

By Howard P. Quadland

Let us go to town on building nursery sales volume! We are on our way now, but we can do better. In fact, we are on the verge of a vast increase in the nursery business, if we promote it continuously.

The "Plant Ohio" program is one way. A similar program, if adopted by other state associations, can be a significant factor in a business increase. One state official told me that it had increased business 20 per cent in Ohio this year. Your own governor should already know about it because the American Association of Nurserymen has sent him the material.

It is the most wonderful challenge in the world to build such a socially desirable business as the nursery business. As we build it, we give more and more pleasure from plants and planting. This is natural and good. America needs it, in days of cock-eyed supermen, spaceships, etc. We can help to bring people down to earth with plants and planting.

Here are the steps taken in the "Plant Ohio" program. You can do the same in your state. Select a "spark plug" in the state association to "carry the ball." It takes two or three years before a state-wide campaign really gets under way and you have to work at it continuously, but if the governor of your state can be enthused, half the battle is won.

Some people think there may be a minor depression in the country in 1954 or 1955, and if a state-wide planting program is well under way by that time, you will not need to worry about your sales volume. At least the nursery industry in your state will be better off, depression or no depression.

Let us keep that nursery sales volume climbing!

Steps to Take

Here are the steps:

1. Governor contacted and made enthusiastic about a state-wide planting program.

2. The governor calls into his office representatives of the state nurserymen's association; chambers of commerce; garden clubs; state forestry association; state departments of conservation, forestry, education, parks, extension, and soil conservation services and whatever other group representatives he wishes for a "Plant (State)" executive com-

mittee. He then forms an executive committee from these groups. Meetings are held periodically to spearhead the movement.

3. All organizations in the state are requested to appoint a "Plant (State)" representative to serve on the "Plant (State)" committee. Duties of the committee are to coordinate all efforts of their respective associations.

4. A county "Plant (State)" chairman is appointed to coordinate the planting program in each county.

5. A local "action committee" represents all organizations within cities and towns.

6. A planting goal is set for the state.

7. A time schedule is set up to conform to the planting season, and a proclamation is issued by the governor.

8. A pamphlet is prepared on what and how to plant, listing names of nurserymen, including those growing seedlings for reforestation.

9. Local, county and state-wide publicity is maintained by publicity

chairmen for each of the committees; State, county and local. News is distributed by the governor's executive committee publicity representative to all organizations for their own publications, outlining the drive, stating the goal, advising what to plant, etc. Stress is placed on making the whole state beautiful with ornamentals and fruit trees.

10. Planting "teams" carry out the special projects and every homeowner is urged to plant his own property.

NEW SEATTLE GROUP ACTIVE

A cooperative advertising campaign in both of Seattle's leading daily newspapers was the first venture by Washington state's youngest nurserymen's trade association, the Allied Nurserymen of Greater Seattle. The group was formed during the past winter and has already made itself known to the nursery industry of that area.

Another promotional program being undertaken by the organization is participation in a local "Paint-Up, Fix-Up and Plant-Up" campaign. The nurserymen are also about to join the Seattle better business bureau.

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CALIFORNIA

Association of Nurserymen

ELMER J. MERZ, Executive Secretary

TRI-COUNTY REVIEWS SHOW

The April meeting of the California Association of Nurserymen, Tri-county chapter, was held at El Cielito restaurant, Santa Barbara, with President Burton C. Trick, of Santa Maria, presiding.

After a report by Director S. Paul Reed, Santa Barbara, on the state directors' meeting held at Santa Monica in April, the meeting was adjourned to the National Guard Armory, where the members viewed the fifth annual international cymbidium orchid show.

The theme of the show this year was "Cymbidiums in Fashion," and it was the largest cymbidium orchid show ever held. Exhibitors from the Tri-county chapter in the show included Kallman's Garden Nurseries, Santa Barbara, and Mrs. Walter J. Knecht, Ventura. Exhibits from all parts of the United States and many foreign countries were entered, with Sherman Adams, of Massachusetts, winning the award of "Best in the Show" for his exhibit of cymbidium alexette hybrids.

Robert E. Kallman, Sec'y.

PENINSULA CHAPTER

About 35 members and guests attended the May meeting of the Peninsula chapter, California Association of Nurserymen, at Los Altos. Three new members were present for their first meeting: Walter Ford, Patio Wood Products, San Gabriel; Karl Haynes and Mrs. Haynes, representing the Lockhart Seed Co., San Jose, and Don McKalson, of the Fiesta Nursery, Mountain View. A new member, W. H. Oliver, of the Stauffer Chemical Co., San Francisco, was unable to attend.

Ernest Esch, program chairman for the chapter, introduced Virgil Goldman, California district manager for the California Spray Chemical Corp., Richmond. Mr. Goldman, aided by Bill Saylor, of his staff, showed the picture "Closing the Sale," one of the finest ever made on salesmanship. Mr. Goldman then, point by point, took up the facts brought out in the film and their application to the nursery industry. He emphasized his selling recom-

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mendations by reference to actual products and actual situations, which added just the right amount of humor to make his talk entertaining as well as interesting and informative.

At the executive committee meeting preceding the general meeting, the directors discussed the future of the chapter's television program. In view of the continued interest indicated by the recent article by Maunsell Van Rensselaer in the American Nurseryman, the directors decided to exert every effort toward the continuance of the program. Possible cosponsors were discussed, and the directors decided on a policy of accepting cosponsorship only from companies outside the nursery merchandising field.

Carl Sickler, of Oakland, who heads the firm appointed as publicity directors for the state association, Pacific Advertising Staff, requested the appointment of a committee to work with him. President John Edwards pointed out that the committee now directing the chapter's television program was in reality the publicity committee for the chapter and said that it would assist Mr. Sickler. It is headed by Ernest Esch, with Ray Hartman and Charles Burr as the two other members.

Guests at the meeting included Mr. and Mrs. Max Leonard and Clarence Sill, of the San Mateo county agricultural department; Mrs. Rudy Anninger, of San Jose; Don and Rossie Hammarstrom, of Palo Alto, and Carl Sickler. Those present enjoyed a splendid steak dinner and entertainment provided by the Roble Trio, from Stanford University.

CALIFORNIA FLOWER SHOW

Visitors once again crowded the Exposition and Auditorium building at Oakland, Calif., to inspect the exhibits of California nurserymen and florists at the annual spring garden show, which was held April 30 to May 8. The theme this year was "Southern Azalea Gardens," which afforded opportunity for some of the most elaborate displays since the show's inception 21 years ago. The focal point of the show was a southern colonial mansion with a 175-foot lagoon nestled placidly among flowers.

McDonnell Nursery, Oakland, received first award for design in the show. The winning design featured a covered patio surrounded by pink and white rhododendrons and aza-

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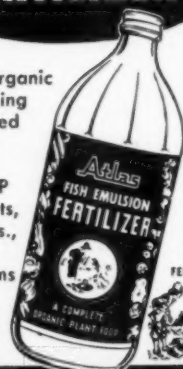
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leas and a lawn which was bordered with alyssum and viola blooms.

California Nursery Co., Niles, received the second design award, for an attractive outdoor-living scene.

Among the other award-winners were Gomes Nursery, Oakland, which won first prize for its display of rhododendrons and azaleas; Crombie Rose Nursery, Oakland, which won second prize for an extensive rose exhibit, and Sunset Nursery Corp., Oakland, which won third prize for a formal garden display with a pink and white color scheme featuring marguerite daisies and pelargoniums.

The Berkeley Horticultural Nursery, Berkeley, showed an inviting patio, with a brick floor bordered with azaleas, caladiums, hydrangeas and rhododendrons.

Carbone's Orchid Nursery, Berkeley, and Wilson's Orchids, San Leandro, were among the orchid exhibitors, while the Kerrigan Nursery, Oakland, displayed a variety of colorful pelargoniums.

Don Coates Nursery, Hayward, repeated its interesting aviary exhibit, shown last year.

LILACS

[Continued from page 13]

proved or hard to get. They have been tested over the years in all parts of this country where lilacs will flourish, which means almost anywhere except the extreme south, from South Carolina and Florida across to Arizona and southern California, and it includes all of Canada except the coldest parts of Manitoba and Saskatchewan.

Yet in the 60 nurseries we polled in 1941, the two oldest varieties were offered in only five and 11 nurseries, respectively, the most popular of the varieties of the 1880's and 1890's, in 48 and 28 nurseries, respectively, and the varieties of the 1900's, in about 10 to 20 nurseries.

Newer Varieties

For those nurseries which wish to keep a little more current by trying some of the newer varieties, but varieties which are still not novelties in any fair sense of the word, I can recommend the list of plants in chart 2, on page 13. I have seen them in various collections from Massachusetts to Iowa and have grown them at the Scott Foundation at Swarthmore for at least 10 or 15 years. (Note that recent Clarke introductions are not included because the plants seen have not been mature enough to evaluate.)

These lists are not unduly exten-

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Collectors of Tree, Shrub and
Wild Flower Seeds
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NEW CARLISLE, O.

sive, and any interested nurseryman should pick at least one or two varieties of each color.

Lemoine's Hybrid

In 1911, Lemoine, who contributed to the lilac world most of the varieties recommended, astounded horticulturists by introducing a hybrid between the common lilac and *Syringa oblata giraldi* of China. This variety was named Lamartine, and it was the first of a race which has proved of great value to our gardens. The varieties of this race bloom from 10 days to two weeks earlier than common lilacs and therefore greatly prolong the lilac season. They grow about twice as rapidly also and eventually make big bushes. The color range of this group, however, is limited. Most of them are in the pinkish-lilac shades and are single. Of Lemoine's group, I would recommend here only four—Lamartine, Catinat, Louvois and Montesquieu. I should like to add to this group, however, a wild Korean botanical variety, brought to this country in 1917 by E. H. Wilson. This is *Syringa oblata dilatata*. This wild variety differs from the type used by Lemoine in being a flat, compact grower and is the earliest of all lilacs. Its flowers are not remarkably different from the others, but its habit of growth, its bronze foliage on opening and its beautiful autumn foliage entirely immune from mildew make it of importance. F. L. Skinner, of Dropmore, Man., quickly recognized the value of this plant and used it for breeding. He introduced, about 1936, a number of hybrids which deserve a prominent place. I shall mention only two. The first of these is Assessippi, which is, in my opinion, one of the most beautiful of all lilacs and one of the most fragrant. It forms a large bush with a flat top and, like the Lemoine hybrids just mentioned, should be used only in large gardens. The other Skinner variety, Pocahontas, is a distinct color break in this group and under northern conditions appears a deep purple. In Pennsylvania, it proved a medium purple, which fades out to ordinary lilac color in hot weather.

Much has been written in recent years about other species and groups of syringa, particularly the late-blooming Chinese lilac species and their hybrids. These form a distinct group and will be considered in a future article to be published in the American Nurseryman dealing specifically with them.

(To Be Concluded)

WANT ADS

Help and Situation Wanted and For Sale Advertisements.

Display **\$3.50** per inch, each insertion.

Lines: **30¢** line; minimum order **\$3.00**.

HELP WANTED

Large, old-established wholesale nursery wants salesman to call on wholesale trade in middle west, selling a complete line of nursery stock. Good opportunity for a man who can produce. Write, giving full particulars about yourself, to Box 964, care of American Nurseryman.

HELP WANTED

Experienced Field Foreman

To take charge of all field and bed operations on 150 acres. Must be able to handle white, Puerto Rican and Mexican labor. Permanent position with opportunity for salary advancement on proof of ability. Evergreens and deciduous stock grown for wholesale trade only. Send complete details and past experience—or stop by for an interview.

BROWN DEER NURSERIES
Div. of Holton & Hunkel Co.
797 N. Milwaukee St.
Milwaukee 1, Wis.

HELP WANTED

Propagator who knows his business, needed by one of the largest propagating firms in the east. Excellent job for the right man. Give complete information in first letter. Write Box 968, care of American Nurseryman.

HELP WANTED

EXPERIENCED PROPAGATOR

Excellent position in wholesale propagating nursery for an alert and progressive man, well-experienced in ornamentals. Good salary, benefits, pleasant conditions, rural setting (New York City and Philadelphia close by) and other benefits. Established in 1921 and still growing. Please write:

JOHN VERMEULEN & SON, INC.
Neshanic Station, N. J.

HELP WANTED

PROPAGATOR

Experienced in the propagation of evergreens and ornamental stock in greenhouse and outdoors.

BUNTINGS' NURSERIES, INC.
Selbyville, Del.
Phone 2321

HELP WANTED

Nursery-landscape foreman. Baltimore territory. Opportunity later as partner in well-established nursery. Full reply and salary expected. Address Box 927, care of American Nurseryman.

FOR SALE

IN SOUTH FLORIDA

One of the leading landscaping, nursery and maintenance businesses. Have fully experienced personnel and excellent, modern, up-to-date equipment. \$75,000 cash takes everything — lock, stock and barrel.

Address replies to Box 961, care of American Nurseryman.

HELP WANTED

SALESMAN

A reliable young salesman wanted to cover a midwest trade territory for an old, established wholesale nursery. Reply to Box 969, care of American Nurseryman.

HELP WANTED

LANDSCAPE ARCHITECT

Willing, aggressive and cooperative young man, graduate landscape architect or equivalent, needed by company located in southwestern part of Nassau county on Long Island, N. Y. Must have ability to produce mechanical or free-hand drawings; must have excellent ability to visualize; must be able to organize projects and follow through. Previous work with hands an asset. Please give full qualifications in first letter, including recent photograph and expected salary. Address Box 970, care of American Nurseryman.

HELP WANTED

Landscape foreman, tree experts, nurserymen, landscape gardeners and good diggers. Top pay.

LAUREL NURSERY
311 Jericho Turnpike
Floral Park, L. I., N. Y.
Phone: Floral Park 4-9708

FOR SALE

Garden store and rustic five acres. 1½ acres in popular shrubs, perennials and evergreens. Small goldfish hatchery. Dodge pickup and Gravel garden tractor. New deep well, concrete cellar, modern home—all built since 1946. Inquiries invited.

PRAIRIE HILLS HOME & GARDEN STORE
64th and South Western Route 7, Box 422
Oklahoma City, Okla.

FOR SALE

GARDEN STORE AND
DISPLAY GROUNDS

Cash-and-carry garden store. 7½ acres of land. \$35,000 inventory of choice nursery stock. Located on busy street. Two large warehouses, beautiful grounds and everything up to date. Established 1938. Net profit \$12,000. Owner retiring. Terms: \$10,000 cash and balance within 15 years to qualified buyer.

MILLER'S
2727 Culver Rd.
Rochester 9, N. Y.

FOR SALE

Nursery established 50 years, located in central Wisconsin, doing a yearly business volume of \$15,000—mostly drive-in trade. 40 acres with 20 acres of growing nursery stock, 1500 sq. ft. of greenhouse, two houses, barn, packing shed, 6-car garage with shop, two trucks, tractor and machinery. Selling because of poor health for \$40,000. Anyone able to finance, write to Box 965, care of American Nurseryman.

FOR SALE

OR RENT

Small nursery specializing in ornamentals, perennials and spring annuals. Located in growing central Kansas city, population 4500. Property and business worth \$12,000. Will consider unencumbered young man or middle-aged woman as partner to handle sales. Reply to Box 967, care of American Nurseryman.

FOR SALE

OR RENT

Small nursery in popular Long Island community. Ideal for a garden supply center. A good setup for a landscape contractor.

LAUREL NURSERY
311 Jericho Turnpike
Floral Park, L. I., N. Y.

FOR SALE

SEALER

Wrapade, model B 12, for polyethylene. In good working order. Telephone Col. Endress at Capac 62.

MICHIGAN PEAT, INC.
Capac, Mich.

FOR SALE

Nursery, flower shop, garden center. Excellent location in midwestern town. Thriving business, ill health is reason for selling. Write to Box 966, care of American Nurseryman.

FOR SALE

Small nursery, about 5 acres, near historic Williamsburg, Va. Unlimited water supply, two modern cottages, small greenhouse, garage, etc. Splendid opportunity for energetic young man able to do landscape plantings. For details write P. O. Box 261, Williamsburg, Va., or phone 108W3.

GRASS

ZOYSIA GRASS
Delivered to your door.
YOU WILL LOVE OUR PRICES.
ABBOTT'S SUNNY KNOLL NURSERY
Rt. 2, Box 182-A, Mobile, Ala.

GROUND COVERS

VINCA MINOR, MYRTLE, PERIWINKLE
Fresh-dug, individually made up, 15 to 20-cane clumps, \$50.00 per 1000. 30-cane clumps, \$90.00 per 1000.
Pachysandra, strong 1-yr., rooted, \$55.00 per 1000.
Hall's Honeysuckle, branched, \$45.00 per 1000.
Ivy, English and Baltic, 2-yr. or more, field-grown, bare-root, \$55.00 per 1000.
H. C. WAUGH
R. D. No. 2, Cheshire, O.

PACHYSANDRA TERMINALIS, strong rooted cuttings, \$3.75 per 100, \$35.00 per 1000.
Beetle Zone only. Over 5000, \$32.50 per 1000.
DUNWOODIE NURSERIES, 6 Smart Ave., Yonkers, N. Y. Yonkers 5-1473

PACHYSANDRA TERMINALIS
Strong, 1-yr., field-grown, \$65.00 per 1000.
HILLCREST GREENHOUSES, Franklin, Pa.

HARDY PLANTS

EUONYMUS Coloratus, 2-yr., field-grown, \$25.00 per 100; \$225.00 per 1000.
EUONYMUS Coloratus, 1-yr., 2 1/2-in. pot, \$12.50 per 100; \$100.00 per 1000.
EUONYMUS Rad. Erecta, 2-yr., field-grown, \$25.00 per 100; \$225.00 per 1000.
EUONYMUS Rad. Erecta, 1-yr., 2 1/2-in. pot, \$12.50 per 100; \$100.00 per 1000.
LYTHRUM Morden Pink, 1-yr., field-grown, \$15.00 per 100; \$150.00 per 1000.
LYTHRUM Prolific, 1-yr., field-grown, \$15.00 per 100; \$150.00 per 1000.
All above: 25 of a kind at 100 rates; 250 of a kind at 1000 rates.
CUNNINGHAM GARDENS, INC.
Waldron, Ind.

EUONYMUS RADICANS VEGETUS

Heavy-rooted Cuttings 7c each per 100, 6c each per 1000.
1-yr. Transplants (field) 15c each.
RIDGEVIEW NURSERY
E. Middle Ridge, Madison, O.

DELPHINIUM PACIFIC HYBRIDS

Separate colors and mixed, 2-in. pots, 5c. New pink Astolat, 2-in. pots, 13 1/2c.
HARDY CHRYSANTHEMUMS
We have 50 of the best varieties. 300 rooted cuttings, 20 each of 15 varieties, our selection, \$16.50. 300 plants from 2-in. pots, 20 each of 15 varieties, our selection, \$23.00.
STRATFORD GARDENS, Delaware, O.

GYPSOPHILA BRISTOL FAIRY

Grafted Plants Doz. 100 1000
2 1/2-in. pots \$3.50 \$22.00 \$200.00
25 at 100 rate, 250 at 1000 rate.
BLUE ACE GARDENS
David L. Guenther, Prop.
R.F.D. 2, Box 162, Piqua, O.

America's Best Source
for Hardy Plants is
THE WAYSIDE GARDENS
Mentor, Ohio
Write for Trade List.

PERENNIALS

New and standard kinds.
New wholesale list now ready.
CARROLL GARDENS
Box 15, Westminster, Md.
Pansies, perennials and rock plants in wide variety. Send for catalog.
PITZONKA'S PANSY FARM
Bristol, Pa.

Turn Stock into Dollars
by Listing It in the Classified Ads
of the American Nurseryman.

HOLLY

HOLLY
HARDY, CALIFORNIA-GROWN.
Offered for the first time.
Husky, well-developed female plants. All cutting-grown out of 2 1/2-in. pots. Packed 150 to a box.
Per 100

ILEX AQUILIFOLIUM
green, 1-yr.-old, 6 to 8 ins., \$45.00
variegated, 1-yr.-old, 6 to 8 ins., 55.00
green, rooted cuttings, 15.00
variegated, rooted cuttings, 20.00
25 takes the 100 rate. No packing charges when cash accompanies order. P.O.B. nursery.
Terms: Cash with order; 30 days for established accounts.

DESCA'S DISTRIBUTORS, INC.
Wholesale Growers
Pipeline and Walnut Sts.
Chino, Calif.

FOR THREE DOLLARS

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

AT ONLY 30c PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the next issue to reach us by June 1.

AMERICAN NURSERYMAN

343 S. Dearborn St. CHICAGO 4, ILL.

IVIES

BALTIC IVY. Rooted cuttings, 5c; 2-in. pots, 10c; 2-yr., 2 1/2-in. pots, 15c.
EUONYMUS RADICANS: Erecta, Patena Newport, Carrierel and Coloratus. Rooted cuttings, 6c; 2-in. pots, 10c; 2-yr., field, XX, 20c.
STRATFORD GARDENS, Delaware, O.

Hardy ENGLISH IVY from stock surviving in our nursery at below zero temperatures. Rooted cuttings, \$30.00 per 1000. PREPAID.
BAEBOCK GARDENS
R. 3, Jamestown, N. Y.

LINING-OUT STOCK

SPRING SPECIAL—Save on quality plants. Sturdy lath house grown, extra-heavy, 1-yr. rooted cuttings, outside beds. Price per 100.
10,000 Golden Bonita Arborvitae, 6 to 8 ins., R. C., \$8.00
10,000 Green Bonita Arborvitae, 6 to 8 ins., R. C., 8.00
EXTRA-HEAVY READY FOR FIELD, POTTED STOCK

Ficus Repens, 2 1/2-in. pots, \$10.00
3000 Primrose Jasmine, 2 1/2-in. pots, 12.00
15,000 Wax Ligustrum, 2 1/2-in. pots, 12.50
10,000 Blue Spire Arborvitae, 2 1/2-in. pots, 15.00
20,000 Excelsa Arborvitae, 2 1/2-in. pots, 15.00
10,000 Golden Berckmans Arborvitae, 2 1/2-in. pots, 15.00
3000 Golden Bonita Arborvitae, 2 1/2-in. pots, 15.00
3000 Green Bonita Arborvitae, 2 1/2-in. pots, 15.00
3000 Barbados Cherry, 2-in. pots, 15.00
40,000 Burford Holly, 2 1/2-in. pots, 15.00
5000 Japanese Yew, 2 1/2-in. pots, 17.50
6000 Von Ehron Juniper, 2 1/2-in. pots, 18.00
6000 Blue Vase Juniper, 2 1/2-in. pots, 25.00
(Blue Star). A new Juniper, 2 sport of Pfitzer. Fast-growing, very blue, globe or vase-shaped. Hardy anywhere.
BRADSHAW'S
P.O. Box 67, League City, Tex.

QUALITY LINERS

Abelia Grandiflora, 6 to 12 ins., tr., \$25.00
Canadian Hemlock, 4 to 6 ins., tr., 12.50
Canadian Hemlock, 5 to 10 ins., tr., 20.00
Mugho Pine, 4 to 8 ins., tr. (sheared), 20.00
Franklinia, 8 to 12 ins., sdigs., 25.00
Taxus Hatfieldi, 6 to 8 ins., tr., 27.50
French Hybrid Lilacs, 6 to 12 ins., grafts, 27.50
Viburnum Carleii, 4 to 8 ins., tr., 35.00
Red-flg. Dogwood, 6 to 10 ins., grafts, 75.00
Red Japanese Maple, 6 to 12 ins., grafts, 85.00
Send for new Spring List.
POSSUM HOLLOW NURSERIES
6327 Magnolia St., Philadelphia 44, Pa.

LINING-OUT STOCK

ILEX BURFORDI
Strong Rooted Cuttings
\$ 5.00 per 100
40.00 per 1000
MOBALA NURSERIES
Cedar Point Rd.
Mobile, Ala.

LINING-OUT STOCK Per 100 Per 1000
Acer Palmatum, 1-yr. S., \$6.00 \$60.00
Biota Orientalis, 2-yr. S., 3.50 30.00
Chamaecyparis Obtusa, 2-yr. S., 3.00 25.00
Cryptomeria Japonica, 2-yr. T., 5.00 50.00
Ilex Cronata, 2-yr. S., 10.00 90.00
Picea Alba, 2-yr. S., 3.50 30.00
Picea Canadensis, 2-yr. S., 3.50 30.00
Picea Engelmanni, 2-yr. S., 3.50 30.00
Picea Excelisa, 3-yr. S., 3.50 30.00
Picea Fungens Glauca, 3-yr., 3.50 30.00
Pinus Austraca, 2-yr. S., 2.00 60.00
Pinus Densiflora, 2-yr. S., 6.00 60.00
Pinus Mugo, 2-yr. S., 5.50 50.00
Pinus Strobus, 2-yr. S., 3.50 30.00
Pinus Sylvestris, 2-yr. S., 3.00 25.00
Syringa Vulgaris, 1-yr. S., 3.00 25.00
Tuga Canadensis, 2-yr. T.,
4 to 6 ins., 2.00 80.00
From Holland Import.

Rhod. Hybr., named var.,
1-yr., grafted, \$ 75.00 \$750.00
2-yr., grafted, 150.00
Azalea Mollis, named var.,
6 to 8 yrs., field-grown, 75.00
Viburnum Carleii, 1-yr.,
field-grown, grafted, 75.00
Full list on request.

VERKADE'S NURSERIES, WAYNE, N. J.

Evergreen liners in wood plant bands.
Each
PITZER JUNIPER.
6 to 8 ins., \$0.16 1/2
8 to 10 ins., .22
ASHFORD JUNIPER.
12 to 15 ins., 2-yr., .22
EUONYMUS PATENS.
Small leaf, .14 1/2
300 or more total order, 2c less per plant.
McININCH GREENHOUSES, St. Joseph, Mo.

LINING-OUT STOCK

Jasminum floridum, Juniperus pfitzeriana, Juniperus mascula, Juniperus Von Ehron, Juniperus sylvestris, Nandina, Pyracantha yunnanensis, Pyracantha graberii, Thuja occidentalis globosa, Thuja orientalis bakeri (blue), all from 2 1/2-in. pots, \$10.00 per 100.
BIRMINGHAM NURSERIES
Birmingham, Ala.

LINING-OUT STOCK

Pot-bound from 1 1/2-in. pots.
400 Euonymus Coloratus, 9c each
800 Euonymus Carrierel, 10c each
600 Snowball, common, 10c each
IMMEDIATE SHIPMENT. CASH PLEASE.
FRITCHARD NURSERIES
R. 4, Ottawa, Kan.

HARDY LINERS FOR LATE PLANTING
See our ad on page 24 of the May 15 issue. Restock your nursery now with these safe-to-handle, quality liners.
JOHN VERMEULEN & SON, Inc.
Neshanic Station, N. J.

Don't Be Late!
Mail advertising copy to reach
the American Nurseryman
Monday, two weeks before date of issue.

PEONIES

FOR SALE CHEAP
5000 Peony Plants. All varieties. To be sold on field as is. Inquire at:
P & M EVERGREEN FLORIST SUPPLIES
810 6th Ave., New York 1, N. Y.

SHRUBS and TREES

PRIVET
Thousands Amur River North 12 to 18 'na. \$2.00 per 100; 2 to 3 ft., \$4.00 per 100; 4 to 6 ft., \$5.00 per 100.
Attractive price on lots of 1000 or more.
WOODLAWN NURSERY
Greenville, Ga.

MAGNOLIA GRANDIFLORA
2 1/2-in. pots, about 4 to 6 ins. high, \$130.00 per 1000. Plants 1 to 3 ft. high (these transplant successfully after May 20 to Sept. 1), 30c. if you can pick up at nursery.
HARWELL NURSERY, Van Buren, Ark.

Euonymus coloratus, 1-yr., 20c each.
P.O.B. our nursery.
THE PETER CASCIO NURSERY
2600 Albany Ave., West Hartford, Conn.

VINES

HONEYSUCKLE
Lonicera halliana Japonica
Heavy 2, 3 and 4 yrs., No. 1 field plants, 3 to 4 leads, 18 to 24 ins., carefully graded, \$4.00 per 100, \$30.00 per 1000.
Lonicera sempervirens, Scarlet-red.
Heavy 13 to 24 ins., \$10.00 per 100, \$80.00 per 1000. No orders too large; immediate shipment.

WOODLAWN NURSERY
Greenville, Ga.

HONEYSUCKLE
Lonicera Halliana Japonica, extra-heavy, 3 to 4-yr. No. 1 field-plants, 18 to 24-in. leads, \$40.00 per 1000. Lighter plants, \$30.00 per 1000. Sample 100, \$5.00. All plants carefully graded and packed by experienced labor. Can supply quantity orders. Immediate shipment.
ROBINSON NURSERY CO., Greenville, Ga.

VEGETABLE ROOTS

ASPARAGUS ROOTS

We are the largest growers of asparagus roots in America. The continued increase in demand for our roots is ample proof of our customers' satisfaction. Our asparagus has made a very good growth again this season, and test digging from various farms indicates the crowns will average better in quality than ever before.

MARY WASHINGTON ASPARAGUS			
	Per 25	Per 100	Per 250
3-year, No. 1 grade...	\$1.25	\$4.00	\$3.75
2-year, No. 1 grade...	1.00	3.00	5.75
1-year, No. 1 grade...	.75	2.50	4.25

We can quote even more attractive prices than those specified in this advertisement to buyers interested in large quantities.

FREE PACKING FOR CASH WITH ORDER. Our regular wholesale list offers a complete line of nursery stock. If you failed to receive your copy, write us today. When requesting wholesale prices, kindly use your printed stationery indicating you are entitled to trade rates.

BUNTINGS' NURSERIES, INC.
Box 3, Selbyville, Del.

MISCELLANEOUS

BAMBOO

Beautiful dwarf Bambusa falcata, mature, 12 feet. No finer bamboo.
Excellent evergreens. Compact hedges. Fencing and screening. Disease-free. Strong healthy plants. 18 to 24 inches—\$10.00 per 100.

McKEE'S NURSERY, Growing Dept.
P. O. Box 749 Covington, La.

WANTED

Strawberry Plants—Dunlap, Blakemore, Premier, Robinson in 50,000 lots. Quote best prices and date shipment can be started.

Address Box 242,
care of American Nurseryman.

WANTED

Laburnum Vossii
THE PETER CASCIO NURSERY
2600 Albany Ave. West Hartford, Conn.

SPHAGNUM MOSS

QUALITY SPHAGNUM

Must empty warehouse within two weeks to put in concrete floor. Write or wire for bargain price on several cars wire-bound bales.

NORTH AMERICAN MOSS CO.
610¹ Lincoln St. Wisconsin Rapids, Wis.

WISCONSIN'S QUALITY SPHAGNUM MOSS

Clean, long-fibered, solidly packed in burlapped or wired bales of standard size, direct from drying beds. None better.

Trucked when feasible.
WARRENS MOSS CO., Box 7, Warrens, Wis.

STAKES

EVERLAST TIDEWATER

RED CYPRESS PLANT STAKES
These are the strongest, straightest, most durable and long-lasting plant stakes you can buy. Made of sun-dried Florida Tidewater RED Cypress—“THE WOOD ETHERNAL.” Each stake is approximately one inch square and pointed at one end.

RED Cypress costs more, but lasts longer than white or yellow Cypress and thus is cheaper in the long run.

Packed in units of 81 Stakes
F.O.B. New York F.O.B. Florida
4 feet long, 1-in. sq., \$10.00 \$ 8.50 per unit
5 feet long, 1-in. sq., 11.50 10.00 per unit
6 feet long, 1-in. sq., 12.50 11.50 per unit

EXTRA-HEAVY STAKES
8 feet long, 1½-in. sq.—\$19.00 per 100 stakes.
F.O.B. Florida only.
Minimum order 100 stakes.

McHUTCHISON & CO.
95 Chambers St. New York, N. Y.

CYPRESS PLANT STAKES

50 Pieces to Bundle
1x1-in.—3 ft., pointed..... \$2.50 per bundle
1x1-in.—4 ft., pointed..... 3.50 per bundle
1x1-in.—5 ft., pointed..... 4.50 per bundle
1x1-in.—6 ft., pointed..... 5.50 per bundle
1x1-in.—7 ft., pointed..... 7.00 per bundle
These stakes are made of cypress and redwood, are good, strong stakes and will give long service. “A little better than seems necessary.”

WE SHIP SAME DAY!
YOH & HOOKER
Youngstown, Ohio

HEAVY BAMBOO STAKES.

EXCEPTIONALLY FINE QUALITY.
Per bale of 100 % to ¼-in. % to 1-in.
4 ft. \$4.20 \$ 5.15
5 ft. 5.20 6.40
6 ft. 6.25 7.70
7 ft. 7.30 8.95
8 ft. 8.35 10.25

F.O.B. Centertown, Ky.
Add 10 per cent for green dyed.
Write for discount on large quantities.
A. C. PATTERSON, Centertown, Ky.

STAKES, GALVANIZED HARD STEEL.
STAKE FASTENERS and COTTON TWINE.
Prices and samples sent upon request.
SCHUPP SUPPLY CO., Wilmette, Ill.

TRADE BOOKS

TRADE BOOKS.

Suggestions for nurserymen and their employees:

PLANTING DESIGN,
by Florence B. Robinson, \$3.00.

MANUAL OF CULTIVATED TREES AND SHRUBS,
by Alfred Rehder, \$12.50.

COMMERCIAL FLOWER FORCING,
by Alex Laurie and D. C. Kiplinger, \$5.00.

65 PRACTICAL GARDEN PLANS,
by John Elliott, \$1.00.

NURSERY MANUAL,
by L. H. Bailey, \$5.50.

SHRUBS AND VINES
FOR AMERICAN GARDENS,
by Dr. Donald Wyman, \$7.50.

BUILDING PLANT SHELTERS,
AND GARDEN WORK CENTERS, \$1.00.

PROPAGATION OF PLANTS,
by M. G. Kains and L. M. McQuesten, \$4.50.

THE BOOK OF PERENNIALS,
by A. C. Hottes, \$2.75.

TREE EXPERTS' MANUAL,
by Richard R. Fenska, \$5.00.

HEATING GREENHOUSES,
by L. R. Taft, 50c.

These books and others on horticultural subjects may be obtained, postpaid, at the publishers' prices indicated, from
AMERICAN NURSERYMAN
343 South Dearborn Chicago 4, Ill.

SUPPLIES and SERVICES

BURLAP

BURLAP

Immediate attention to your inquiry. Squares, rolls, open mesh. Standard sizes or made to your specifications. Machine cleaned, prime select, new or used burlap. Prompt shipment. Spring bookings now being taken. Specialists to the nursery trade.

SEAMAN BAG CO.
2512 S. Damen Ave. Chicago 8, Ill.
Virginia 7-6633

NURSERY BURLAP

Burlap squares and sheets for balling purposes, made from selected used burlap and bags free of oil, smell or chemical stock. All vacuum machine cleaned and holes sealed up. We also have a supply of open mesh onion bags in sheet form, measuring 32x36 ins. Samples and prices cheerfully submitted on request.

STERLING BAG & BURLAP CO.
41 Carolina St. Buffalo 1, N. Y.

FLATS

FLATS

MINNESOTA WHITE CEDAR FLATS

	Per 100
No. 1, 14x20x2½.....	\$24.00
No. 2, 14x20x3¾.....	27.75
No. 3, 12x16x2¾.....	18.50
No. 4, 12x16x3¾.....	21.75
No. 5, 14x16x2¾.....	20.75
No. 6, 14x16x3¾.....	24.50
No. 7, 15x22½x2¾.....	27.25
No. 8, 15x22½x3¾.....	31.50
No. 9, 11½x22½x2¾.....	23.00
No. 10, 11½x22½x3¾.....	26.00
No. 11, 13½x16 x5½.....	30.00
No. 12, 5x5x11.....	14.00
No. 13, 5x5x16.....	18.50

All other sizes quoted on request.
5 per cent discount on orders of 1000 or more.

The above sizes are inside. Bottoms and sides are ¾ in. and ends are ¾ in. thick. All material surfaced on one side. All shipments by truck unless otherwise ordered.

Your name and address printed up to three lines in black, weather and waterproof ink, on one or both end pieces at the following rates: \$1.00 set up charge plus ½ cent per end piece for the first 1000 ends, ¼ cent per end thereafter.

Shipped knocked-down in bundles of 25. F.O.B. Cook, Minn. Attach check. Order by number.

H. C. HILL & SONS, Cook, Minn.

LOUISIANA CYPRESS FLATS

Shipped knocked down, F.O.B.	
12½x18x2¾ ins., I. S.....	\$25.00 per 100
14 x21x3 ins., I. S.....	28.00 per 100
15 x20x2¾ ins., I. S.....	27.50 per 100

Flats made to special sizes. Write for prices. 2 per cent discount for cash; please send check.

Address Dept. 5A

A & A MANUFACTURING CO.

Covington, La.

REDWOOD FLATS, K. D.

Finest stock obtainable. Guaranteed all clear heart. Size 20x15x3 ins. inside measure, \$42.00 per 100.

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50 pcs. to bundle, 4 ft., \$3.50 per bd.
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Standard specifications, inside measurements.	
16 x12x2¾.....	\$29.38 per 100
16 x14x3¾.....	27.06 per 100
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22½x15x2¾.....	30.49 per 100
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OSMUNDA: Fresh-cut "live" fiber

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Standard Bale, \$12.00

PLASTIC LABELS—Copper or nickel-bearing Wire.

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Orchid Spec., ¼ by 4¼ ins., red, blue, green, yellow and white.....	2.10	8.95	16.00
Wired, ¼ by 2 ins., white.....	1.95	7.95	15.00
¼ by 3¼ ins., white.....	2.15	9.00	17.00
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NEW PRICE—ORIGINAL BUBBLE VASE
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SPRING REPORTS

[Continued from page 8]

tinues, though it is doubtful that the nurserymen made any money on them, as they were selling at prices well below those of a few seasons ago. "Conditions have been ideal, as far as blooming is concerned, for all winter and spring-flowering plants, and this has greatly helped the demand for them. The camellia shows throughout the south went off without a single show being postponed because of cold weather. The result was a renewed interest in camellias on the part of the consumer."

Labor continued to be difficult to obtain in Mr. Wight's part of the country. What expansion has been undertaken by the Wight Nurseries is mostly in growing a line of plants in 1 and 3-gallon cans.

"It is my opinion that prices will continue at about the same level that they were last season," he concludes. "Camellia prices are too low, but it will probably take a year or two to move out distress merchandise before they are stabilized at a higher price."

Terrific Demand

A terrific demand for stock marked the spring rush season at the Verhalen Nursery Co., Scottsville, Tex. Steve Verhalen writes that labor shortages and rapid turnover of the labor force cut down the firm's capacity for digging and brought on a lag in filling orders. "During the month of March and most of April we were continually behind in our work and constantly besieged by our customers to 'Please hurry shipment.'"

The weather was favorable; there was practically no winter, and, in the Scottsville area, the moisture was sufficient for ideal digging conditions. "Shipping problems were no trouble," Mr. Verhalen goes on. "We were able to lease trucks and we delivered into Michigan, Illinois, Ohio, New Mexico and other distant points just as quickly and probably quicker and certainly at less cost than by rail." This combination of factors enabled the company to do considerably more business than last year, though Mr. Verhalen feels it could have done a good deal more.

"Most of the stock being sold now is can-grown and has grown to salable size and quality with the new spring growth," he says. "We were pretty well sold out until these plants matured for selling." Mr. Verhalen feels that the trend is definitely toward can-grown plants; he found that new interest was shown in these

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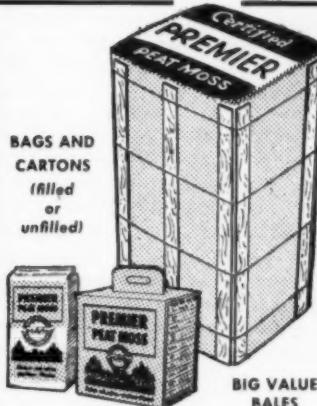
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Harmless to dogs or humans.
Packed one dozen to a carton, weight 2 lbs.
Retail price \$3.75 per dozen.

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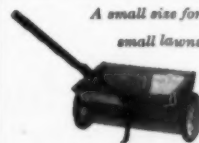
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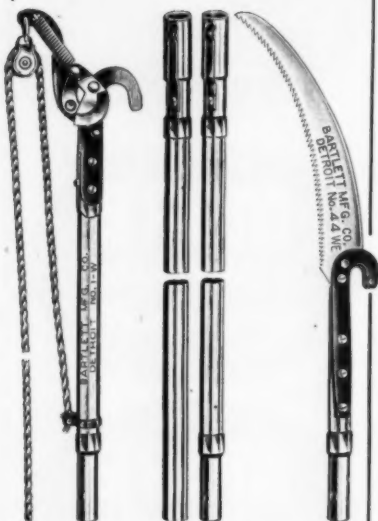


- Steel construction.
- Reinforced hopper.
- 18-in. spreading width.
- 22-lb. hopper capacity.
- Retail price, \$7.50
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plants in areas where none had existed before.

"Despite long-range weather predictions indicating that 1953 will be another dry year, there were gratifying amounts of rainfall this spring," writes Clark Kidd, of Arp Nursery Co., Tyler, Tex.

"Except for some patented kinds affected by two years of freezes and droughts, the season's cleanup of Texas roses was virtually complete. Bushes other than A. A. N. grade standard were eliminated in large part by organization of a growers' association. After this, certain unscrupulous advertisers, who are the subject of a current investigation by the post office department, imported multiflora seedlings for bargain rose shipments," Mr. Kidd continues.

"New plantings of rose cuttings this past winter were normal. Field counts of budded stock are expected to show a continued shortage among varieties newly introduced to the public and in nonpatented kinds, possibly excepting Radiance, Paul's Scarlet, Talisman and a few other commonly grown roses." Mr. Kidd concludes that he expects growers to pass up the opportunity to raise prices to absorb the increased cost of production and, instead, to depend on harder work and good weather to accomplish a "normal" return on their production.

Weather Erratic in Oklahoma

The summer and fall of 1952 were the driest ever recorded in the area of the Sneed Nursery Co., Oklahoma City, Okla., and, consequently, business that fall was less than half of normal, and the summer and fall growth of the stock was far below average. Against this background J. Frank Sneed maintains a reserved attitude toward brisk sales this spring, as they could not possibly make up for last year's losses. Besides this, conditions have been unsettled and the weather erratic, with strong winds and scattered rainfalls.

"At the present time," Mr. Sneed writes, "we have sufficient moisture in the ground, but our subsoil is still dry and needs several inches of soaking rainfall. Our plantings have been about average this spring, with an increase of some varieties and a decrease of others. The big shortage in the next several years will be in shade trees and, of course, the better class of junipers and dwarf plant material. There is still a good demand among the homeowners, but because of adverse weather conditions during the season, they will

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Length	Wt.	Per	Per	Per
per 100	100	500	1000	
1 1/2 ft.	21 lbs.	\$ 6.25	\$25.60	\$ 47.40
2 ft.	29 lbs.	6.50	27.50	51.90
3 ft.	41 lbs.	7.70	33.60	61.10
4 ft.	54 lbs.	10.30	45.10	83.90
5 ft.	68 lbs.	12.90	56.50	104.70
6 ft.	81 lbs.	14.90	67.50	125.90
7 ft.	95 lbs.	17.20	79.00	148.70
8 ft.	108 lbs.	19.50	89.20	171.80

NO. 6 GAUGE—(Approx. 1/5-inch)				
Length	Wt.	Per	Per	Per
per 100	100	500	1000	
1 1/2 ft.	17 lbs.	\$ 4.80	\$22.80	\$ 42.70
2 ft.	21 lbs.	4.90	23.30	43.60
3 ft.	30 lbs.	5.10	24.20	45.40
4 ft.	40 lbs.	6.70	31.80	59.60
5 ft.	50 lbs.	8.50	40.90	79.70
6 ft.	60 lbs.	10.30	49.40	96.00
7 ft.	70 lbs.	12.10	57.40	112.40
8 ft.	80 lbs.	13.90	65.50	128.40

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1000 to 4000.....\$1.10 20,000.....\$0.75
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Knives - Shears - Pruning Tools
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need a little more effort in salesmanship to make them plant-minded."

Common labor has been more plentiful the past year and of a somewhat better class, he continues, though there will probably be no drop in labor prices nor in the prices for nursery supplies. Mr. Sneed does not expect any decrease in the prices for his firm's stock and feels that nurserymen should spend more to keep nursery goods before the public eye and thus to obtain their fair share of the consumer dollar.

California Situation

Out in California nurserymen faced problems not unlike those found in the south. The labor supply was uncertain, the workers were often "green" and the turnover was rapid. Costs had been rising over the year, and nurserymen found that, when it came time to figure their return, it had, in many instances, remained the same or even diminished, all in the face of a generally higher volume of sales. Still, business moved at a quick pace, and the nurserymen were, above all, glad of this.

J. Awdry Armstrong, of Armstrong Nurseries, Ontario, Calif., perhaps is expressing the commonest reaction when he says that "All in all, it was a good season, when we average everything up." The weather was excellent — summerlike — in January, the first of the two big planting months in Mr. Armstrong's section of the state. February was somewhat too windy, and sales were not at January's level.

"There is plenty of demand for plant material in southern California because our area is booming, with many new homes put up in recent months," Mr. Armstrong says. "However, competition has kept pace with the growth and there are plenty of nursery dealers and plenty of plant materials. I know of no shortages in anything except a couple of the newest rose varieties."

Because of the "well-known reluctance of nurserymen to charge customers anything more than they have in the past," Mr. Armstrong supposes that many will be operating on an inadequate profit margin, because they have not made their price schedules conform to the inflated costs of the past few years.

Sees Shift in Demand for Stock

Harry Rosedale, Monrovia Nursery Co., Monrovia, Calif., complains that his firm, along with many others in California, has not altered its production to conform with what he considers to be a change in demand

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**YORK
"RE"
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**LAWN SEEDING
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• IT GRADES AND LEVELS • RAKES STONES • MULCHES SOIL

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It eliminates most hand raking by its ability to perform 3 Big Jobs: (1) It Grades and Levels, (2) It Rakes Stones, (3) It Mulches the Soil. **And it does all of these jobs at a substantial saving over hand labor costs.**

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Trouble-free service without costly breakdowns is assured by the RE's rugged construction. Long-wearing teeth are made of heat-treated alloy spring steel, rigidly attached to carbon spring steel heads . . . easy to replace if necessary. Maximum working width is 8 feet. Raising, lowering and tilting of rake are controlled by the tractor operator, without leaving his seat.

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for stock. Consequently, certain items of stock are produced in quantities without actually being in great demand and have become a "drug on the market," while others are in short supply. He tells of the difficulty his firm had in meeting the tremendous number of shipping orders in March, always the busiest month for Monrovia. "During this period it was almost impossible for us to get the stock out as quickly as our customers would like to have received it," Mr. Rosedale relates. "Our loading dock was entirely too small to keep all this merchandise moving, and we did not have nearly enough skilled men and equipment to assemble and process the orders."

Labor in the Los Angeles area was short and, except for the firm's leadmen, many "green" persons were used, which made the problem of shipping even more acute during the rush period. In addition, the firm had difficulty securing enough "semi" trucks to haul orders fast enough. "Most of our customers ask for truck delivery, as it is much cheaper and less cumbersome than to have the stock shipped by railroad," he reports.

While production costs are approximately 8 per cent higher than last year, some of the nursery's stock will actually sell at lower prices, so that it is impossible to give a clear picture of the price structure for next year, Mr. Rosedale says.

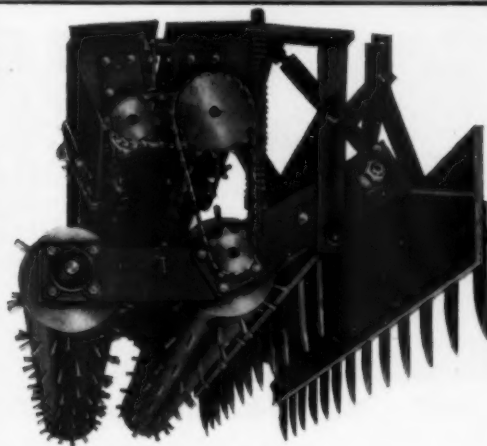
Shipping Tempo Accelerated

An unseasonably warm January and early February accelerated the tempo of the shipping season at Weeks Wholesale Rose Grower, Ontario, Calif., according to O. L. Weeks. "We harvested and shipped a crop of excellent quality. We were sold out of all varieties in heavy demand and had only negligible amounts of the lesser-known kinds left when shipping was complete."

Although good, trained help is not easy to obtain, Mr. Weeks says that the labor market seems easier than in the past, adding, "Our regular crews are made up of men who have been with us a long time, and thus far we have been able to get the extra seasonal help we need."

"Our budded fields at this time look to be in good condition, and we expect to harvest about the same quantity and quality of plants as the past winter," he continues. Prices are the same as last season, and there is no prospect of a decrease.

The highest dollar volume in their history is reported for Roseway Nurseries, Portland, Ore., by Julia



THE GILL SOIL PULVERIZER

SCARIFIES — LEVELS — PULVERIZES

SPECIFICATIONS

Weight 500 Pounds
Beam 6 Ft. Long
Steel Roller 5 Ins.,
with 110 Spikes
Dustproof Ball Bearings
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Note the photograph of our 8-53 streamlined model with two rollers and two seed boxes. Each box has an adjuster for distributing the proper amount of seed. This is the last word in lawn preparation and seeding. You are looking at the pulverizer from an underneath view. Note the two rows of spikes on the steel beam and the two leveling blades that do the rough work. These units are available without seeder, with one or two seeders.

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For Further Information Contact Us or Your Local Dealer. On your inquiry, please state the name of the major city nearest you.

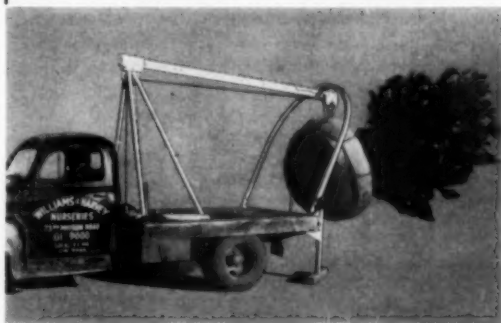
Hausch. Of course, expenses were proportionately higher, too. At the close of the season, she says, there were some varieties in surplus, though not out of scale to the quantity sold.

"Our roses for the coming season are coming along in good shape," she says, "and for fall, 1953, delivery we expect to have one of the largest crops we have ever grown. Prices for the coming season will be no higher than for the past, except for a few of the patented varieties."

"Our spring here has been wet and cool except for a few warm days," Mrs. Hausch says, "but it is warming up now and it looks like we will have a good growing season. At least we did not have to worry this spring about killing frosts at night, like we do when we have a dry, warm spring. Good old Oregon rain—it sure brings on the weeds, but the roses like it and so do we."

Another appreciation of the good weather around Portland is offered by H. M. Sherwood, Sherwood Nursery Co., who recalls that there were only a few days during the winter when the workmen could not work in the fields. Field shelters have permitted heavier planting since January than is usual, and the firm

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WONDER DUST
for ALL PLANT Protection
NOW CONTAINS.....

NEW ARAMITE 15W

TESTED 100% CONTROL
FOR RED SPIDER
Protects against Black Spot • Midge Thrip
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A formula used on 5000 roses, 300 evergreens, other display plants in our famous Glendale Garden with "best results we've ever seen."

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SHRUBS AND VINES FOR AMERICAN GARDENS
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has had no trouble with freezing and heaving conditions.

The firm's gross sales were above the average for the past three or four years; labor costs were about the same, though labor itself was easier to obtain; shipping rates were more, and there was little change in the cost of materials and supplies, Mr. Sherwood states.

"The supply of good evergreens is not too abundant," he continues, "with an acute shortage in some lines, and our faith in the future leads us to plant and propagate more extensively than ever. We have fallen far short of the demand for certain items and have surpluses of but few."

Prices will remain about the same, he concludes, and the increase in shipping costs will have to be met by a reduction in overhead costs and in savings made by quantity production.

Slump in Rose Demand

E. Dering, Peterson-Dering, Scapoose, Ore., reports a slump in the demand for roses in his area. This he ascribes to the lifting of price ceilings, for, he says, "our business from that date on did not compare with our business in the last two years during the same period."

"We have ample labor in this region at this time," he continues. "As a matter of fact, with the building down somewhat, I have to turn down requests for employment every day." Good spring weather with plentiful rain promises to give the roses a good average growth, though, he adds, "I do not feel that the stand of buds in this area is as good as last year's, and that will mean not too much of a heavy supply for the 1953-54 season."

As for prices, Mr. Dering says that he does not anticipate lowering prices of his stock with the present cost of labor. The firm's plan for the future is not to increase its plantings, but to maintain them or reduce them slightly.

A highly successful year is reported by the Portland Wholesale Nursery Co., Portland, Ore., whose manager, A. H. Steinmetz, reports that the dollar volume of sales was approximately 20 per cent greater than any previous year. Mr. Steinmetz is in agreement with spokesmen for the other Oregon nurseries in describing the labor situation as improved. His firm, also, received the benefit of the mild winter and favorable spring, permitting continuous shipment of stock.

"From present indications, our

supply of stock for the coming season has been increased probably 10 to 15 per cent over that of last year or the year before, but at this time we see no evidence of overproduction, except perhaps in conifers. It is possible that enough of these will move out shortly to reduce our supply to normal. Prices for the coming season will not be changed, except for a conservative increase in fruit trees, which were definitely short during the past season and will not be too plentiful during the coming year."

The firm does not expect an increase in volume of sales next year and is even planning an adjustment to a smaller volume. Mr. Steinmetz says that he believes the entire Pacific coast area is enjoying an abnormal growth in population and business activity which cannot be expected to last, especially if the Eisenhower administration carries out its general economy program. For this reason he does not consider it would be sound policy for the firm to expand its operations.

Demand for Dwarf Evergreens

A strong demand for dwarf and semidwarf evergreens is reported by John Mitsch, Mitsch Nursery, Aurora, Ore. Heathers, too, are moving well in a wide selection of varieties, he continues. "We have added several varieties of hardy Gable and Glenn Dale hybrid azaleas to our list this past season and find the demand heavy on these."

Business has been good this season and Mr. Mitsch expects prices to remain at the same level next season and the nursery to have about the same supply of stock.

FERTILIZER ADVERTISING

A bulletin entitled "Liquid Fertilizer Advertising" has been published by the National Better Business Bureau, 405 Lexington avenue, New York, to assist advertisers, advertising agencies and media in the preparation of advertising claims for these products.

The new bulletin represents the fruits of several months of study of the nature and reported performance of liquid fertilizers. Many of the country's leading soil scientists contributed factual information on the subject and reviewed the bulletin before publication.

The bulletin discusses formulas, the roles played by trace elements and sequestering and chelating agents, foliar application, hydroponics, vitamins and root hormones.

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TOLL GATE NURSERY

[Continued from page 11]

featuring on successful businesses started with G.I. loans.

The business—strictly cash-and-carry—is virtually a 1-man operation, except during the spring planting months, when Mr. Goding hires part-time help. High school boys are then employed evenings and Saturdays to help wait on trade, carry packages and plants to cars for customers, shred soil, clean up the store and do other jobs. At busy times customers are encouraged to pick out stock themselves and to serve themselves to some extent at the display counters, which feature fertilizers, insecticides, seeds, pruning shears, plant supports, trowels and similar gardening needs.

"I started the Toll Gate Nursery exclusively as a nursery—to sell shrubs and bedding plants," said Mr. Goding, noting that, as his nursery has grown, it has also changed somewhat in purpose. "Gradually, more gardening equipment and tools are being added. If a customer comes here for fertilizer, why shouldn't I sell him a hoe? He's going to go to the hardware store if I don't, and if he goes there, he may buy grass seeds or flower seeds—most hardware stores have started offering these in quantity now—and I don't want that business to get away from me."

About half of the nursery's plants, shrubs and evergreens are grown on the premises, and half are purchased from outside sources. Fields of thousands of chrysanthemums, phlox, delphiniums and other flowers are grown every year, and a small wholesale business in chrysanthemums is carried on in addition to the retail trade. Four acres are now planted, and there are 35 additional acres of excellent, rolling land adjoining the nursery for future expansion.

The nursery's advantageous location brings in a large number of

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transient customers, Chicagoans and residents of other suburbs out pleasure-driving, who see the attractive, thriving nursery and stop to look—and to buy. About 25 per cent of the trade, the owner estimates, consists of transient customers he has never seen before and may never see again. Watching license plates and vehicle tags repeatedly brings surprises—customers from as far away as Dubuque, Ia., make purchases occasionally.

Color has been an important factor in the growing popularity of the nursery. The store was first painted white and later painted brown for a while, but these colors were too dead-looking. When the present colorful, light green paint job was complete, customers suddenly began to stop in greater numbers—it was as though they had not seen the nursery before.

The large lath house, stained brown, contrasts with the light green building of the store and it, too, has been an important factor in the Toll Gate Nursery's success. The largest structure on the grounds, the shady lath house arouses people's curiosity. "They want to see what is in it, and can't seem to wait to get into the place," the owner pointed out, "and once they go in and start to look around, they usually buy."

The lath house is filled with balled and burlapped evergreens, roses and shrubs during the spring months and later with potted plants and flatted annuals. Fall brings evergreens and shrubs once again and potted, blooming chrysanthemums, while at Christmas, trees and holiday decorations take up the space.

Closed on Sundays

Contrary to the practice of many sales-minded nurserymen, Lloyd Goding neither advertises nor opens Sundays. Word-of-mouth advertising by satisfied customers is the only advertising that has been used. Paid advertising has simply been unnecessary. Mr. Goding does, however, subscribe to the Welcome Wagon, an enterprise sponsored by local businessmen to welcome new residents of the vicinity by giving complimentary merchandise certificates which serve as introductions to local firms. This year, the Welcome Wagon brought \$200 worth of new business to the nursery before the end of April.

As for working Sundays, Mr. Goding is of the opinion that "Sunday is the Lord's day" and conducts no business. As his business has been particularly flourishing since he made it a definite rule four years ago not to work on this day, he



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heartily recommends it. The nursery is open Monday through Saturday from 9 a. m. to 9 p. m. during the busy season, but closes at 6 p. m. during the remainder of the year.

As for troubles, the rapidly expanded young nursery is still suffering from "growing pains." However, these, like the storage and work buildings, are not noticeable to the customers, who are aware only of the spirit of friendliness, sincerity and patience that prevails at Toll Gate.

Patience in giving planting directions and answering questions is essential, the owner believes, but occasionally an inexperienced gardening enthusiast can almost exhaust it. Recently the phone at the nursery rang and a lady said, "I'm a brand new gardener — I've never even planted a seed before. Can you tell me—should the rows of the garden run north and south or east and west?"

Such a lady, Mr. Goding believes, if given a polite answer and helpful advice, could eventually become a good customer—and possibly even a good gardener.

TYLER ROSES CONTRIBUTED

Tyler roses will soon be on display throughout Texas as the outcome of an idea hatched by the Texas Rose Growers Association at a meeting early this year. The roses are being contributed without cost by 15 members of the association and will be grown at 15 agricultural experiment stations located in all parts of the state. The stations are in areas of widely varying climate, and the display is intended to show the public the general adaptability of the Tyler roses.

The project is not intended to be experimental, according to C. R. Heaton, secretary of the association, and no formal progress reports will be rendered by the stations. The roses are just intended to brighten up the stations for the visitors and station personnel, and enough have been sent to establish adequate rose gardens at each place.

Of the more than 300 available varieties, station chiefs were given an opportunity to list their preference of 12. Shipments to date have included a total of 60 varieties and 1,125 bushes.

LINGNER NURSERY, Roswell, N. M., has been sold to Wes and Gillie Stockard by Gatha Lingner, for whom they had been managing the nursery for the past two years.

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PROPAGATION UNDER MIST

[Continued from page 14]

bench, thus providing an equal amount of sunlight to all parts. These benches could be on the ground or raised to any desired height, according to the requirements of the grower.

Adequate Drainage Provided

If the benches were placed on the ground, adequate drainage had to be provided by means of a layer of coarse gravel or stones, perhaps a foot deep, below the rooting medium. For practical purposes, it was found to be best to raise the bench above the ground 24 to 30 inches, leaving the space below open. Side protection was then provided by strips of burlap fixed to a frame, by sheets of wire and plastic glass substitute or by any similar material. The side protection extended perhaps 24 to 30 inches above the top level of the bench. Finally, a fog line was fixed down the center of the bench, with sufficient nozzles for complete coverage, particularly at each edge. This usually limited the bench to four feet in width, but the length could be as long as desired, subject only to the availability of sufficient water pressure to supply the fog line.

Because of the natural drop in pressure in the line, there was usually a practical limit of 100 feet, and, under nursery conditions, benches shorter than this were usually constructed. The final setup might then be a series of benches, each four feet wide, 24 inches off the ground, perhaps 50 feet long and protected by side screens 24 to 30 inches high. Each bench was covered by a single fog line, providing continuous fog coverage of all parts of the bench. The rooting medium was coarse sand or granite chips except for certain plans requiring a somewhat acid medium, in which case various proportions of acid peat were added to the sand. Cuttings were taken in the usual manner and immediately inserted into the bench with an absolute minimum of delay. Once the cuttings were in, they were covered by the mist continuously, that is, 24 hours a day.

Difficult Plants Rooted

Apart from excellent general results, Professor Watkins also reported that growers were finding that plants considered difficult and even impossible to root under normal circumstances and under orthodox propagation conditions rooted rapidly in these open air benches during hot summer weather. (Constant mist is



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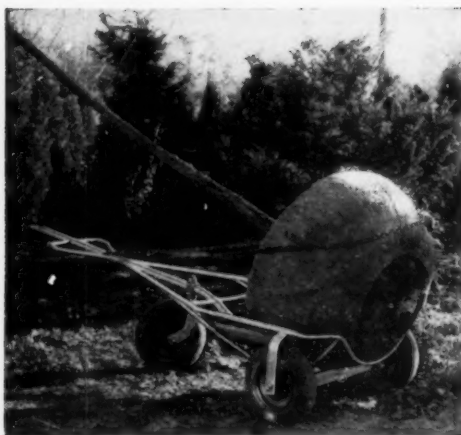
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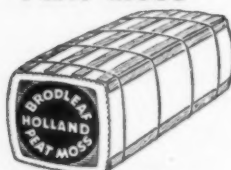
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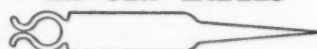
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not recommended for cool seasons as, then, the time required for rooting is considerably increased.) It was this point of rooting difficult species which particularly interested me, because finding new ways of propagating difficult plants, or better ways of raising the others, is of basic importance to nurserymen. The idea warranted a thorough test.

Experimental Bench

To try outdoor constant mist, in June of 1952 we set up an experimental bench at the end of one of our sash houses. The illustration shows better than words how this was done. All the sash was removed on both sides of the house, and the bench, which did not have bottom heat and was normally filled with soil, was dug out to a depth of 12 inches below the top of the side boards. This space was then filled with three different rooting mediums. One section was filled with plain sharp plaster sand, such as we normally use for all our propagation; one section, with a 50-50 mixture of the same sand and acid Dutch peat, which is our normal azalea mixture, pH 4.0, and the third section, with 90 per cent acid Dutch peat and 10 per cent sharp coarse sand of a gritty type. This last is our usual rhododendron mixture. The bench was filled within an inch of the top, giving a depth of 11 inches, and gently firmed. It was not packed solid. Once the bench was filled, it was well-watered down with a coarse hose to make certain that the medium was thoroughly moist.

Commencing July 3, we began to insert cuttings of many different kinds into this bench, taking 25 or 50 of a kind, as the cuttings were being made in quantity for our normal summer propagation schedule. Treatments were in every case exactly the same as for the large batch of cuttings, no variation being allowed either in the type of cutting or the method of hormone treatment, if any.

Once made, the cuttings were inserted into that section of rooting medium which corresponded to their normal requirements. All rhododendrons were inserted in the heavy peat mixture; all azaleas, in the 50-50 peat and sand mixture, and magnolias and other cuttings, in the plain sand. The fog line was turned on at the moment the first batch of cuttings was put in and remained in operation throughout each day without stopping, except during brief interludes when additional varieties of cuttings were inserted. This usual-

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Stapled Bottom

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The MENNEPOT is easy to handle, economical to use. The extremely light weight makes shipping costs negligible.

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The unique side-drainage feature in the MENNEPOT makes waterlogging impossible while standing in the salesyard.

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Bottom . . . 3 1/2 ins.
High . . . 4 ins.
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Regular 10 lbs., Heavy 25
Regular Weight Price
100 . . . \$2.75 1000 . . . \$25.00
Heavy Weight Price
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Size 1 Top . . . 6 ins.
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Size 2 Top . . . 7 ins.
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Heavy Weight Price
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Size 3 Top . . . 8 1/2 ins.
Bottom . . . 6 1/2 ins.
High . . . 9 ins.
Weight per 100
Regular 30 lbs., Heavy 70
Regular Weight Price
100 . . . \$5.00 1000 . . . \$47.50
Heavy Weight Price
100 . . . \$6.25 1000 . . . \$60.00

Size 4 Top . . . 8 1/2 ins.
Bottom . . . 7 1/2 ins.
High . . . 9 ins.
FAN
Weight per 100
Regular 30 lbs., Heavy 70
Regular Weight Price
100 . . . \$5.00 1000 . . . \$47.50
Heavy Weight Price
100 . . . \$6.25 1000 . . . \$60.00

Size 5 Top . . . 12 ins.
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L.G. POT
Weight per 100 250 lbs.
20 . . . \$36.00 100 . . . \$27.50
500 . . . \$125.00 1000 . . . \$225.00
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500 of a size takes 1000 rate in sizes 0-1-2-3-4. Regular-weight pots packed 100 and 200 per carton in sizes 1-2-3-4. Size 0, 250 only. Heavy pots are packed 100 per carton only in sizes 1-2-3-4. Size 0, 250 only. Size 5, 20 only. NO BROKEN CARTONS.

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To appreciate this experiment properly it is necessary to review the weather during the period in question.

Hot Weather Prevails

The period during which these cuttings were rooting was one of continuous hot weather. Rainfall was extremely light and consisted of odd thunder showers which came and passed in an hour or less. There was one exception to this—the second week in August. For four weeks previous to this, the weather had been consistently hot and dry, with practically no relief. From July 13 to 23, the daily high had been consistently above 90 degrees with only one drop to 88 degrees. The night temperatures had also been high, with the lowest about 70 degrees. This long hot spell culminated in a real cloud-burst on August 7, and, in the afternoon and evening of that day, we had nearly six inches of rain. Small quantities of rain also fell on the following four days, but this was the rainiest part of the whole 3-month period. Our highest recorded day temperature was 95 degrees, on July 23, the highest night temperature, 77 degrees, on July 19.

For not less than 10 hours daily, the fog line suspended over this bench was running, rain or shine, without interruption. Occasionally, during the really hot nights, the line ran for 24 hours daily, and, as a result, almost exactly 30 gallons of water per

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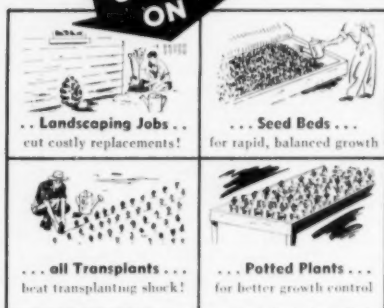
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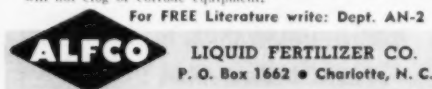
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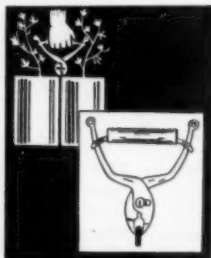
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square foot were deposited on the bench each week. This means that, for the 13 weeks of the test, approximately 390 gallons of water were applied as a fine mist to each square foot of bench. There was a slight variation between the points directly beneath the nozzles and those at the side of the bench, but this is an average figure. Let us now consider how the cuttings turned out under these conditions of high temperature, extreme sun intensity and ample water supply. The table on page 14 shows the plants tested, dates of insertion and lifting and the results obtained.

It will be seen that most of the cuttings rooted well, some outstandingly well. One or two were almost complete failures, and it might be of value to mention these. *Juniperus stricta* rooted only 44 per cent, while a small test of hybrid French lilac soft tips failed also. This could be expected because of the time the cuttings were taken, but tip cuttings of *Acer palmatum atrovivum* also failed because, I believe, the wood was too mature. *Rhododendrons* were poor, rooting generally being light, although some cuttings rooted well. The general stands were not good, and the same was true of *Ilex opaca*. I am of the opinion, however, that these last two plants would have responded to better drainage below the bench plus a small amount of bottom heat. I also believe that stronger hormones, particularly in the case of the *ilex*, would have been beneficial. So much for the partial failures—now let us consider the successes.

Azaleas Successful

Azaleas of almost all varieties were outstandingly successful, a result which, I am bound to admit, astonished me. For the past two seasons we have been using a fog line in the sash houses to maintain a high state of humidity for the azalea cuttings. We have found that, almost without exception, all azalea varieties—*Gables*, *Kurumes*, *Kaempferis* and all of the many clonal sections of *Azalea obtusum*—respond well to the conditions of high humidity in the closed house, but for a strictly limited time. Three to four weeks seems to be the limit, and, during this time, the constant mist and high humidity keep the cuttings fresh and turgid. They commence to root rapidly, usually in about three weeks, and then the fog lines must be cut off because, once rooting starts below, rotting will start above if the highly humid conditions are maintained. This has hap-

pened three times to us now, and we know that we have to watch the azaleas closely indeed if we are to avoid a sudden and dramatic deterioration in the crop once rooting commences. This was brought home vividly last year when a batch of cuttings which were fine on Saturday morning had become black and useless by Monday morning. Rotting can strike as quickly as that, with devastating results.

Use Fog Lines with Caution

So, for azaleas, we have learned to use our fog lines with caution in the closed house, knowing that they are highly beneficial for the first three or four weeks and lethal thereafter. While some varieties were less susceptible to rotting than others, all could be killed if the fog lines were not stopped and air increased.

With this knowledge, we naturally assumed that the azaleas would not take at all kindly to a constant mist for 12 to 14 hours each day, and in order to obtain a true evaluation, we put in a set of cuttings of most of the main varieties which we were growing. For this reason, all cuttings were not inserted on the same day, a week sometimes elapsing between varieties. Kurume, Kaempferi and Gable varieties were included in the test, and almost without exception they rooted strongly, with no signs of rotting aboveground, even with the fog line running continuously. One exception was noted. Three varieties, amoena, amoena coccinea and Hino-crimson (which has amoena blood in it), seemed to resent the excessive moisture, and, although they rooted well and quickly, they should certainly have been removed from the fog bench sooner, because some of the top leaves had dropped off by the time we did remove them. The plants were still good and were lifted and transplanted with the rest, but one could see that they should have been moved earlier. This indication of rapid rooting was evident on many of the cuttings. One of the main factors which emerged from these tests was that the cuttings of almost all the different plants tested rooted more rapidly and more vigorously than they would have under normal conditions. But on the azaleas in particular, first class rooting, with fine well-established balls of roots, was found on all varieties to a remarkably uniform degree. They had all been in for approximately eight weeks under constant mist, without the slightest sign of rotting or deterioration in any way—no fungus troubles, no leaf drop, no wilting—

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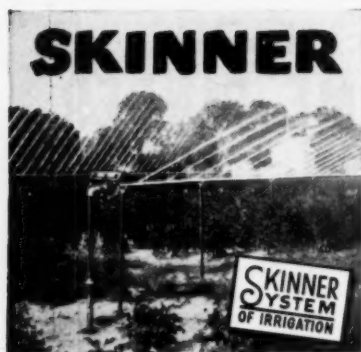
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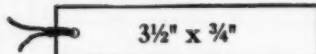
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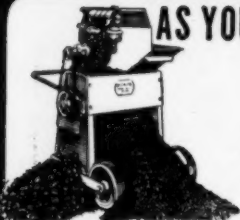


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simply clean, healthy cuttings, rooting rapidly and vigorously.

A second equally successful set of cuttings was the magnolias. There is nothing unduly difficult about rooting a *Magnolia soulangeana*, but the difference between these cuttings, rooted right out in the open, and those rooted in an orthodox manner was most marked. The development of roots on the *Magnolia soulangeana* was heavy yet healthy, and it was clear here, as with the azaleas, that the cuttings had rooted most rapidly and could have been lifted sooner than they were. I would like to quote verbatim from my notes taken at the time the cuttings were lifted:

MAGNOLIA SOULANGEANA — Taken July 3, 1952. Lifted August 28, 1952. 50 cuttings. Sharp sand. No bottom heat. Hormone No. 3. Light wound.

General — Condition excellent. Roots vigorous, long and branching, should probably have been lifted earlier. Condition slightly soft—long roots—but secondary branching well-established, all indicating that rooting was rapid. Top buds swelling and in one or two cases breaking. Soft tip cuttings rooted best. No losses from rotting.

Very heavy roots—Strong, vigorous, long. Well-spaced about base of cutting. Number rooted—19.

Heavy roots. Slightly shorter. Not so evenly spaced, but still exceedingly well-rooted. Number rooted—14.

Moderate roots. One to three heavy roots usually branched, but general effect not so heavy. Number rooted—13.

Light roots. One or two short roots just starting. Number rooted—4.

This, I hope, will give a clear picture of the condition of the plants as they were lifted.

A complete absence of leaf drop, fungus troubles and all other difficulties was recorded.

The *Pieris japonica* cuttings responded almost as well as the azaleas.

Success with Other Plants

Moving now to the conifers, taxus, etc., the same trend continues. One of the most startling results to us was that of *Biota aurea nana*. All of us here in the northeast have heard of the apparent ease with which growers further south root this plant. Many of us buy cuttings to grow on rather than go to the trouble of grafting on the green oriental arborvitae. We know, therefore, that there is nothing against plants on their own roots. They take a year longer, perhaps, to reach maturity but form excellent stock. We, along with many other growers in this area, have tried time and time again to root *Berkmans golden biota*, but without success. We have rooted one or two, but never a commercial quantity.

I talked with Howard Burton, of Burton's Hilltop Nurseries, Ohio. He

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said "Take soft tips in June or July." We did so, but they did not root. One year, I recall, we took a batch of cuttings at 2-week intervals from June until the following February, using all types of hormones, mediums, wounding and so on, but still without results. Bearing in mind what John Watkins had said about rooting difficult plants under mist outside, I thought I would try again with biotas. The result—84 per cent rooted—was a much higher percentage than we had ever obtained before. From the condition of the cuttings when lifted, I was of the opinion that if we had taken the cuttings earlier, say mid-June, and used even softer tips than we did, the results would have been better. Although we recorded 84 per cent rooted, many were just starting to root when the cuttings were lifted. All were starting strongly, but I believe that an earlier start, plus a small amount of bottom heat, would have had the cuttings much further advanced when they were potted in early October.

The same was true of the spreading form of *Taxus cuspidata*. All cuttings were rooting strongly, but the roots were young. The cuttings in this case were just the opposite of the biota cuttings—namely, tough cuttings of old mature wood taken from plants which had been starved for years. They seemed impervious to the high temperatures and excessive water and, once they were ready, commenced to root with masses of white vigorous root. The junipers were patchy, as were the thuja, depending mainly on the type of wood used. Where cuttings were taken from old wood they succeeded, but in the conifers, with the exception of biotas, young soft cuttings tended to rot, while old hard cuttings rooted even if it took a long time.

Subsequent Development

There may perhaps also be an interest in the subsequent development of these cuttings. All azaleas were lifted and immediately replanted in our cool houses to grow on through the winter. Examination on January 20 showed that they were well-established in the benches, with a large ball of roots, and were making top growth. They appeared normal in every way and unusually vigorous. The same was true of almost all the other cuttings tested. The magnolias were potted as lifted and immediately rooted into the pots and by January 20 were well-established, with a strong root system—taxus, biotas and arborvitae similarly. The junipers did not look too good by



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Francis A. Robinson, president, is a partner of Robinson & Parnham, member of American Association of Nurserymen; in active professional landscape practice for 41 years.

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January 20. The poor rooting results reported were carried on, and some of the cuttings which were potted have subsequently died. All the biotas were excellent.

Let us try to evaluate the results so far obtained. The test which we ran, and which is reported here, was small, and I hesitate to evaluate anything with so little data. I would say this, however—we can see clearly that it is possible to propagate cuttings successfully out in the open, provided sufficient water is available to maintain a continuous surface water film covering all parts of the cuttings.

Rooting may be considerably rapid than under orthodox conditions, and, at the same time, there may be an almost complete absence of the normal troubles usually associated with propagation under glass—wilting, leaf drop and fungus diseases attacking underground stems and aboveground leaves of the cuttings. Certain plants, previously considered extremely difficult or even impossible to root, may root with moderately good or even high percentages under these conditions.

I find it impossible to establish the reasons for these conclusions, but it does seem that we have perhaps been mistaken to shut ourselves and our plants up in tight greenhouses under unnatural conditions protected from the direct rays of the sun. Sunlight, which provides energy for the normal function of the plants' metabolism, would appear to be usable undiluted, if plenty of water is applied at the same time.

Further Tests to Come

Since making this experiment, I have found that Dr. Fairchild has been propagating in what he calls a "fog box" down in Florida for some time, and that growers in Texas are raising large quantities of junipers, ilex and other plants by inserting the cuttings in prepared beds in the open. I am convinced that there is value in the idea, and we intend to make further, large-scale tests this coming summer, particularly on azaleas.

The method would appear to be of particular value to growers who normally carry on a heavy propagation schedule during the summer of flowering trees and shrubs, and especially so if they are situated inland or down south, where summer weather is continuously hot. It is a method which, I think, should be tested in every nursery in a moderate way, because, if it works, the possibilities for simplifying procedures and reducing operating costs are considerable.

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